



JUNE 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.

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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, June 2011

Bucks County, PA

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	214	304	216	42.06%	-28.95%
Average Settled Price	\$229,000	\$233,000	\$214,000	1.75%	-8.15%
Median Settled Price	\$216,000	\$215,000	\$200,000	-0.46%	-6.98%
Total Settled Volume	\$49,019,000	\$70,906,000	\$46,426,000	44.65%	-34.52%
Avg SPrice/OPrice	93.47%	94.14%	90.98%	0.72%	-3.36%

Berks County, PA

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	51	73	51	43.14%	-30.14%
Average Settled Price	\$133,000	\$122,000	\$123,000	-8.27%	0.82%
Median Settled Price	\$130,000	\$116,000	\$110,000	-10.77%	-5.17%
Total Settled Volume	\$6,824,000	\$8,973,000	\$6,319,000	31.49%	-29.58%
Avg SPrice/OPrice	93.05%	92.92%	88.57%	-0.14%	-4.68%

Chester County, PA

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	167	196	112	17.37%	-42.86%
Average Settled Price	\$213,000	\$218,000	\$222,000	2.35%	1.83%
Median Settled Price	\$204,000	\$188,000	\$196,000	-7.84%	4.26%
Total Settled Volume	\$35,594,000	\$42,909,000	\$24,926,000	20.55%	-41.91%
Avg SPrice/OPrice	94.97%	95.33%	91.72%	0.38%	-3.79%

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Delaware County, PA

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	137	193	122	40.88%	-36.79%
Average Settled Price	\$184,000	\$188,000	\$225,000	2.17%	19.68%
Median Settled Price	\$169,000	\$165,000	\$155,000	-2.37%	-6.06%
Total Settled Volume	\$25,224,000	\$36,393,000	\$27,459,000	44.28%	-24.55%
Avg SPrice/OPrice	92.83%	93.36%	90.17%	0.57%	-3.42%

Montgomery County, PA

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	315	380	296	20.63%	-22.11%
Average Settled Price	\$192,000	\$211,000	\$205,000	9.90%	-2.84%
Median Settled Price	\$174,000	\$188,000	\$172,000	8.05%	-8.51%
Total Settled Volume	\$60,650,000	\$80,206,000	\$60,790,000	32.24%	-24.21%
Avg SPrice/OPrice	91.67%	93.54%	89.74%	2.04%	-4.06%

Philadelphia County, PA

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	445	620	519	39.33%	-16.29%
Average Settled Price	\$338,000	\$326,000	\$327,000	-3.55%	0.31%
Median Settled Price	\$280,000	\$275,000	\$262,000	-1.79%	-4.73%
Total Settled Volume	\$150,435,000	\$202,575,000	\$169,961,000	34.66%	-16.10%
Avg SPrice/OPrice	91.30%	90.98%	89.16%	-0.35%	-2.00%

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Burlington County, NJ

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	262	275	188	4.96%	-31.64%
Average Settled Price	\$175,000	\$172,000	\$160,000	-1.71%	-6.98%
Median Settled Price	\$168,000	\$165,000	\$150,000	-1.79%	-9.09%
Total Settled Volume	\$46,026,000	\$47,529,000	\$30,114,000	3.27%	-36.64%
Avg SPrice/OPrice	92.21%	92.84%	89.83%	0.68%	-3.24%

Camden County, NJ

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	156	164	120	5.13%	-26.83%
Average Settled Price	\$146,000	\$144,000	\$118,000	-1.37%	-18.06%
Median Settled Price	\$140,000	\$138,000	\$110,000	-1.43%	-20.29%
Total Settled Volume	\$22,775,000	\$23,747,000	\$14,178,000	4.27%	-40.30%
Avg SPrice/OPrice	89.97%	90.72%	85.47%	0.83%	-5.79%

Gloucester County, NJ

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	92	114	65	23.91%	-42.98%
Average Settled Price	\$159,000	\$151,000	\$144,000	-5.03%	-4.64%
Median Settled Price	\$157,000	\$150,000	\$140,000	-4.46%	-6.67%
Total Settled Volume	\$14,651,000	\$17,257,000	\$9,400,000	17.79%	-45.53%
Avg SPrice/OPrice	93.91%	94.29%	90.44%	0.40%	-4.08%

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Mercer County, NJ

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	177	257	166	45.20%	-35.41%
Average Settled Price	\$242,000	\$249,000	\$282,000	2.89%	13.25%
Median Settled Price	\$205,000	\$215,000	\$205,000	4.88%	-4.65%
Total Settled Volume	\$42,946,000	\$64,000,000	\$46,832,000	49.02%	-26.82%
Avg SPrice/OPrice	92.81%	94.86%	91.98%	2.21%	-3.04%

Salem County, NJ

	YTD Jun 2009	YTD Jun 2010	YTD Jun 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 Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	2	9	4	350.00%	-55.56%
Average Settled Price	\$123,000	\$122,000	\$89,000	-0.81%	-27.05%
Median Settled Price	\$81,000	\$107,000	\$61,000	32.10%	-42.99%
Total Settled Volume	\$246,000	\$1,104,000	\$358,000	348.78%	-67.57%
Avg SPrice/OPrice	95.63%	90.62%	82.14%	-5.24%	-9.36%

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New Castle County, DE

	YTD Jun 2009	YTD Jun 2010	YTD Jun 2011	2009/2010 Change	2010/2011 Change
Settled Units	106	128	108	20.75%	-15.62%
Average Settled Price	\$192,000	\$145,000	\$168,000	-24.48%	15.86%
Median Settled Price	\$152,000	\$132,000	\$128,000	-13.16%	-3.03%
Total Settled Volume	\$20,409,000	\$18,685,000	\$18,249,000	-8.45%	-2.33%
Avg SPrice/OPrice	90.57%	89.70%	87.44%	-0.96%	-2.52%