



JULY 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, July 2011

Bucks County, PA

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	273	345	257	26.37%	-25.51%
Average Settled Price	\$227,000	\$234,000	\$217,000	3.08%	-7.26%
Median Settled Price	\$216,000	\$214,000	\$200,000	-0.93%	-6.54%
Total Settled Volume	\$62,159,000	\$80,954,000	\$55,927,000	30.24%	-30.92%
Avg SPrice/OPrice	93.93%	94.05%	91.23%	0.13%	-3.00%

Berks County, PA

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	61	83	59	36.07%	-28.92%
Average Settled Price	\$132,000	\$125,000	\$122,000	-5.30%	-2.40%
Median Settled Price	\$129,000	\$123,000	\$107,000	-4.65%	-13.01%
Total Settled Volume	\$8,098,000	\$10,425,000	\$7,211,000	28.74%	-30.83%
Avg SPrice/OPrice	93.52%	92.88%	88.58%	-0.68%	-4.63%

Chester County, PA

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	199	215	138	8.04%	-35.81%
Average Settled Price	\$212,000	\$219,000	\$229,000	3.30%	4.57%
Median Settled Price	\$205,000	\$188,000	\$195,000	-8.29%	3.72%
Total Settled Volume	\$42,203,000	\$47,109,000	\$31,691,000	11.62%	-32.73%
Avg SPrice/OPrice	95.03%	95.17%	91.95%	0.15%	-3.38%

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Delaware County, PA

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	178	216	147	21.35%	-31.94%
Average Settled Price	\$211,000	\$201,000	\$223,000	-4.74%	10.95%
Median Settled Price	\$175,000	\$165,000	\$162,000	-5.71%	-1.82%
Total Settled Volume	\$37,695,000	\$43,542,000	\$32,907,000	15.51%	-24.42%
Avg SPrice/OPrice	92.86%	93.15%	90.30%	0.31%	-3.06%

Montgomery County, PA

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	393	432	351	9.92%	-18.75%
Average Settled Price	\$193,000	\$209,000	\$201,000	8.29%	-3.83%
Median Settled Price	\$176,000	\$183,000	\$170,000	3.98%	-7.10%
Total Settled Volume	\$76,164,000	\$90,562,000	\$70,887,000	18.90%	-21.73%
Avg SPrice/OPrice	91.86%	93.12%	89.86%	1.37%	-3.50%

Philadelphia County, PA

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	557	713	611	28.01%	-14.31%
Average Settled Price	\$335,000	\$324,000	\$325,000	-3.28%	0.31%
Median Settled Price	\$279,000	\$275,000	\$261,000	-1.43%	-5.09%
Total Settled Volume	\$187,112,000	\$231,102,000	\$198,754,000	23.51%	-14.00%
Avg SPrice/OPrice	91.13%	90.92%	89.07%	-0.23%	-2.03%

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Burlington County, NJ

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	328	310	218	-5.49%	-29.68%
Average Settled Price	\$175,000	\$171,000	\$163,000	-2.29%	-4.68%
Median Settled Price	\$167,000	\$164,000	\$150,000	-1.80%	-8.54%
Total Settled Volume	\$57,491,000	\$53,092,000	\$35,582,000	-7.65%	-32.98%
Avg SPrice/OPrice	92.48%	92.50%	90.18%	0.02%	-2.51%

Camden County, NJ

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	194	186	132	-4.12%	-29.03%
Average Settled Price	\$144,000	\$141,000	\$117,000	-2.08%	-17.02%
Median Settled Price	\$143,000	\$137,000	\$110,000	-4.20%	-19.71%
Total Settled Volume	\$28,116,000	\$26,380,000	\$15,567,000	-6.17%	-40.99%
Avg SPrice/OPrice	90.17%	90.34%	85.04%	0.19%	-5.87%

Gloucester County, NJ

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	110	122	77	10.91%	-36.89%
Average Settled Price	\$158,000	\$152,000	\$145,000	-3.80%	-4.61%
Median Settled Price	\$158,000	\$151,000	\$140,000	-4.43%	-7.28%
Total Settled Volume	\$17,408,000	\$18,558,000	\$11,208,000	6.61%	-39.61%
Avg SPrice/OPrice	94.25%	93.91%	90.99%	-0.36%	-3.11%

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Mercer County, NJ

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	228	295	195	29.39%	-33.90%
Average Settled Price	\$243,000	\$245,000	\$276,000	0.82%	12.65%
Median Settled Price	\$210,000	\$215,000	\$205,000	2.38%	-4.65%
Total Settled Volume	\$55,549,000	\$72,444,000	\$53,957,000	30.41%	-25.52%
Avg SPrice/OPrice	93.02%	94.71%	92.29%	1.82%	-2.56%

Salem County, NJ

	YTD Jul 2009	YTD Jul 2010	YTD Jul 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 Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	4	10	4	150.00%	-60.00%
Average Settled Price	\$140,000	\$119,000	\$89,000	-15.00%	-25.21%
Median Settled Price	\$150,000	\$93,000	\$61,000	-38.00%	-34.41%
Total Settled Volume	\$561,000	\$1,197,000	\$358,000	113.37%	-70.09%
Avg SPrice/OPrice	92.44%	91.00%	82.14%	-1.56%	-9.74%

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New Castle County, DE

	YTD Jul 2009	YTD Jul 2010	YTD Jul 2011	2009/2010 Change	2010/2011 Change
Settled Units	125	148	128	18.40%	-13.51%
Average Settled Price	\$186,000	\$156,000	\$166,000	-16.13%	6.41%
Median Settled Price	\$155,000	\$136,000	\$130,000	-12.26%	-4.41%
Total Settled Volume	\$23,320,000	\$23,178,000	\$21,347,000	-0.61%	-7.90%
Avg SPrice/OPrice	90.83%	90.03%	87.53%	-0.88%	-2.78%