



NOVEMBER 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

Settled Units	The number of single-family listings settled year-to-date (YTD) through the specified month and year.
Average Settled Price	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.
Median Settled Price	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.
Total Settled Volume	The total dollar volume of single-family 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 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, November 2011

Bucks County, PA

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	4,502	4,233	4,052	-5.98%	-4.28%
Average Settled Price	\$328,000	\$345,000	\$326,000	5.18%	-5.51%
Median Settled Price	\$284,000	\$297,000	\$277,000	4.58%	-6.73%
Total Settled Volume	\$1,478,576,000	\$1,461,104,000	\$1,321,847,000	-1.18%	-9.53%
Avg SPrice/OPrice	92.31%	92.50%	91.00%	0.21%	-1.62%

Berks County, PA

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	3,309	3,045	2,809	-7.98%	-7.75%
Average Settled Price	\$164,000	\$162,000	\$152,000	-1.22%	-6.17%
Median Settled Price	\$153,000	\$153,000	\$143,000	0.00%	-6.54%
Total Settled Volume	\$545,429,000	\$495,190,000	\$427,787,000	-9.21%	-13.61%
Avg SPrice/OPrice	92.56%	92.00%	89.83%	-0.61%	-2.36%

Chester County, PA

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	4,029	3,818	3,741	-5.24%	-2.02%
Average Settled Price	\$341,000	\$368,000	\$359,000	7.92%	-2.45%
Median Settled Price	\$290,000	\$315,000	\$302,000	8.62%	-4.13%
Total Settled Volume	\$1,373,952,000	\$1,405,265,000	\$1,345,323,000	2.28%	-4.27%
Avg SPrice/OPrice	92.81%	92.77%	91.40%	-0.04%	-1.48%

Year-To-Date Market Snapshot: Single-Family, November 2011

Delaware County, PA

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	4,396	3,911	3,516	-11.03%	-10.10%
Average Settled Price	\$249,000	\$262,000	\$260,000	5.22%	-0.76%
Median Settled Price	\$205,000	\$201,000	\$207,000	-1.95%	2.99%
Total Settled Volume	\$1,094,587,000	\$1,026,000,000	\$916,226,000	-6.27%	-10.70%
Avg SPrice/OPrice	91.86%	91.57%	89.04%	-0.32%	-2.76%

Montgomery County, PA

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	6,400	5,938	5,682	-7.22%	-4.31%
Average Settled Price	\$308,000	\$327,000	\$309,000	6.17%	-5.50%
Median Settled Price	\$259,000	\$272,000	\$258,000	5.02%	-5.15%
Total Settled Volume	\$1,972,738,000	\$1,947,105,000	\$1,757,825,000	-1.30%	-9.72%
Avg SPrice/OPrice	92.68%	92.54%	90.83%	-0.15%	-1.85%

Philadelphia County, PA

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	9,906	9,233	8,154	-6.79%	-11.69%
Average Settled Price	\$162,000	\$163,000	\$162,000	0.62%	-0.61%
Median Settled Price	\$133,000	\$129,000	\$125,000	-3.01%	-3.10%
Total Settled Volume	\$1,605,224,000	\$1,511,777,000	\$1,323,233,000	-5.82%	-12.47%
Avg SPrice/OPrice	91.03%	90.88%	89.00%	-0.16%	-2.07%

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Burlington County, NJ

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	3,152	2,928	2,776	-7.11%	-5.19%
Average Settled Price	\$257,000	\$265,000	\$248,000	3.11%	-6.42%
Median Settled Price	\$224,000	\$230,000	\$220,000	2.68%	-4.35%
Total Settled Volume	\$812,215,000	\$777,464,000	\$688,890,000	-4.28%	-11.39%
Avg SPrice/OPrice	90.56%	90.37%	88.76%	-0.21%	-1.78%

Camden County, NJ

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	3,605	3,145	2,727	-12.76%	-13.29%
Average Settled Price	\$200,000	\$198,000	\$195,000	-1.00%	-1.52%
Median Settled Price	\$185,000	\$179,000	\$170,000	-3.24%	-5.03%
Total Settled Volume	\$722,379,000	\$622,872,000	\$532,753,000	-13.77%	-14.47%
Avg SPrice/OPrice	90.51%	90.17%	87.98%	-0.38%	-2.43%

Gloucester County, NJ

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	1,997	1,767	1,831	-11.52%	3.62%
Average Settled Price	\$222,000	\$217,000	\$205,000	-2.25%	-5.53%
Median Settled Price	\$200,000	\$199,000	\$185,000	-0.50%	-7.04%
Total Settled Volume	\$444,951,000	\$384,369,000	\$375,651,000	-13.62%	-2.27%
Avg SPrice/OPrice	90.67%	91.13%	89.32%	0.51%	-1.99%

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Mercer County, NJ

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	2,322	2,192	2,008	-5.60%	-8.39%
Average Settled Price	\$332,000	\$335,000	\$331,000	0.90%	-1.19%
Median Settled Price	\$255,000	\$250,000	\$235,000	-1.96%	-6.00%
Total Settled Volume	\$772,516,000	\$736,460,000	\$664,822,000	-4.67%	-9.73%
Avg SPrice/OPrice	89.78%	90.00%	88.64%	0.25%	-1.51%

Salem County, NJ

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	423	366	336	-13.48%	-8.20%
Average Settled Price	\$167,000	\$158,000	\$154,000	-5.39%	-2.53%
Median Settled Price	\$159,000	\$155,000	\$147,000	-2.52%	-5.16%
Total Settled Volume	\$70,925,000	\$57,859,000	\$51,931,000	-18.42%	-10.25%
Avg SPrice/OPrice	86.91%	87.35%	84.65%	0.51%	-3.09%

Kent County, DE

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	1,110	1,111	1,059	0.09%	-4.68%
Average Settled Price	\$207,000	\$198,000	\$179,000	-4.35%	-9.60%
Median Settled Price	\$200,000	\$195,000	\$175,000	-2.50%	-10.26%
Total Settled Volume	\$230,441,000	\$220,335,000	\$189,871,000	-4.39%	-13.83%
Avg SPrice/OPrice	92.20%	92.26%	91.02%	0.07%	-1.34%

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New Castle County, DE

	YTD Nov 2009	YTD Nov 2010	YTD Nov 2011	2009/2010 Change	2010/2011 Change
Settled Units	4,265	3,754	3,854	-11.98%	2.66%
Average Settled Price	\$242,000	\$245,000	\$219,000	1.24%	-10.61%
Median Settled Price	\$220,000	\$219,000	\$200,000	-0.45%	-8.68%
Total Settled Volume	\$1,034,819,000	\$921,722,000	\$845,115,000	-10.93%	-8.31%
Avg SPrice/OPrice	92.42%	92.32%	89.79%	-0.11%	-2.74%