



DECEMBER 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

<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, December 2011

### Bucks County, PA

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	591	531	433	-10.15%	-18.46%
Average Settled Price	\$224,000	\$234,000	\$220,000	4.46%	-5.98%
Median Settled Price	\$210,000	\$212,000	\$200,000	0.95%	-5.66%
Total Settled Volume	\$132,538,000	\$124,734,000	\$95,675,000	-5.89%	-23.30%
Avg SPrice/OPrice	93.87%	93.47%	91.10%	-0.43%	-2.54%

### Berks County, PA

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	118	119	96	0.85%	-19.33%
Average Settled Price	\$140,000	\$129,000	\$123,000	-7.86%	-4.65%
Median Settled Price	\$128,000	\$129,000	\$110,000	0.78%	-14.73%
Total Settled Volume	\$16,602,000	\$15,433,000	\$11,877,000	-7.04%	-23.04%
Avg SPrice/OPrice	93.31%	92.14%	88.72%	-1.25%	-3.71%

### Chester County, PA

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	403	329	262	-18.36%	-20.36%
Average Settled Price	\$221,000	\$223,000	\$225,000	0.90%	0.90%
Median Settled Price	\$205,000	\$196,000	\$192,000	-4.39%	-2.04%
Total Settled Volume	\$89,357,000	\$73,440,000	\$59,084,000	-17.81%	-19.55%
Avg SPrice/OPrice	95.30%	94.65%	92.56%	-0.68%	-2.21%

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### Delaware County, PA

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	365	310	259	-15.07%	-16.45%
Average Settled Price	\$211,000	\$220,000	\$208,000	4.27%	-5.45%
Median Settled Price	\$163,000	\$167,000	\$149,000	2.45%	-10.78%
Total Settled Volume	\$77,167,000	\$68,233,000	\$53,969,000	-11.58%	-20.90%
Avg SPrice/OPrice	93.21%	92.62%	89.35%	-0.63%	-3.53%

### Montgomery County, PA

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	811	694	604	-14.43%	-12.97%
Average Settled Price	\$195,000	\$210,000	\$190,000	7.69%	-9.52%
Median Settled Price	\$178,000	\$182,000	\$162,000	2.25%	-10.99%
Total Settled Volume	\$158,410,000	\$145,896,000	\$115,287,000	-7.90%	-20.98%
Avg SPrice/OPrice	92.76%	92.42%	89.33%	-0.37%	-3.34%

### Philadelphia County, PA

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	1,035	1,102	989	6.47%	-10.25%
Average Settled Price	\$328,000	\$321,000	\$318,000	-2.13%	-0.93%
Median Settled Price	\$272,000	\$279,000	\$255,000	2.57%	-8.60%
Total Settled Volume	\$340,492,000	\$353,780,000	\$315,319,000	3.90%	-10.87%
Avg SPrice/OPrice	91.23%	90.86%	89.33%	-0.41%	-1.68%

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### Burlington County, NJ

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	607	476	352	-21.58%	-26.05%
Average Settled Price	\$173,000	\$167,000	\$161,000	-3.47%	-3.59%
Median Settled Price	\$167,000	\$161,000	\$148,000	-3.59%	-8.07%
Total Settled Volume	\$105,558,000	\$79,859,000	\$56,695,000	-24.35%	-29.01%
Avg SPrice/OPrice	92.83%	91.54%	89.73%	-1.39%	-1.98%

### Camden County, NJ

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	360	288	244	-20.00%	-15.28%
Average Settled Price	\$149,000	\$144,000	\$131,000	-3.36%	-9.03%
Median Settled Price	\$144,000	\$138,000	\$120,000	-4.17%	-13.04%
Total Settled Volume	\$53,778,000	\$41,520,000	\$31,991,000	-22.79%	-22.95%
Avg SPrice/OPrice	90.65%	89.44%	86.76%	-1.33%	-3.00%

### Cumberland County, NJ

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
Settled Units	7	6	6	-14.29%	0.00%
Average Settled Price	\$164,000	\$148,000	\$142,000	-9.76%	-4.05%
Median Settled Price	\$148,000	\$145,000	\$114,000	-2.03%	-21.38%
Total Settled Volume	\$1,151,000	\$888,000	\$856,000	-22.85%	-3.60%
Avg SPrice/OPrice	94.13%	91.87%	85.19%	-2.40%	-7.27%

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### Gloucester County, NJ

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	244	173	141	-29.10%	-18.50%
<b>Average Settled Price</b>	\$158,000	\$151,000	\$138,000	-4.43%	-8.61%
<b>Median Settled Price</b>	\$157,000	\$151,000	\$135,000	-3.82%	-10.60%
<b>Total Settled Volume</b>	\$38,672,000	\$26,274,000	\$19,567,000	-32.06%	-25.53%
<b>Avg SPrice/OPrice</b>	93.90%	93.45%	90.08%	-0.48%	-3.61%

### Mercer County, NJ

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	460	422	328	-8.26%	-22.27%
<b>Average Settled Price</b>	\$246,000	\$251,000	\$263,000	2.03%	4.78%
<b>Median Settled Price</b>	\$208,000	\$214,000	\$200,000	2.88%	-6.54%
<b>Total Settled Volume</b>	\$113,486,000	\$106,104,000	\$86,531,000	-6.50%	-18.45%
<b>Avg SPrice/OPrice</b>	93.74%	94.24%	91.03%	0.53%	-3.41%

### Salem County, NJ

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	0	0	0	0.00%	0.00%
<b>Average Settled Price</b>	\$0	\$0	\$0	0.00%	0.00%
<b>Median Settled Price</b>	\$0	\$0	\$0	0.00%	0.00%
<b>Total Settled Volume</b>	\$0	\$0	\$0	0.00%	0.00%
<b>Avg SPrice/OPrice</b>	0.00%	0.00%	0.00%	0.00%	0.00%

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### Kent County, DE

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	10	16	10	60.00%	-37.50%
<b>Average Settled Price</b>	\$127,000	\$126,000	\$81,000	-0.79%	-35.71%
<b>Median Settled Price</b>	\$115,000	\$93,000	\$70,000	-19.13%	-24.73%
<b>Total Settled Volume</b>	\$1,272,000	\$2,016,000	\$819,000	58.49%	-59.38%
<b>Avg SPrice/OPrice</b>	91.28%	89.36%	84.32%	-2.10%	-5.64%

### New Castle County, DE

	YTD Dec 2009	YTD Dec 2010	YTD Dec 2011	2009/2010 Change	2010/2011 Change
<b>Settled Units</b>	258	218	243	-15.50%	11.47%
<b>Average Settled Price</b>	\$176,000	\$157,000	\$151,000	-10.80%	-3.82%
<b>Median Settled Price</b>	\$147,000	\$135,000	\$125,000	-8.16%	-7.41%
<b>Total Settled Volume</b>	\$45,543,000	\$34,239,000	\$36,838,000	-24.82%	7.59%
<b>Avg SPrice/OPrice</b>	91.44%	89.24%	86.67%	-2.41%	-2.88%