



JANUARY 2012

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, January 2012

Bucks County, PA

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 233 | 229 | 275 | -1.72% | 20.09% |
| Average Settled Price | \$353,000 | \$319,000 | \$332,000 | -9.63% | 4.08% |
| Median Settled Price | \$300,000 | \$280,000 | \$263,000 | -6.67% | -6.07% |
| Total Settled Volume | \$82,467,000 | \$73,089,000 | \$91,502,000 | -11.37% | 25.19% |
| Avg SPrice/OPrice | 90.79% | 89.88% | 90.10% | -1.00% | 0.24% |

Berks County, PA

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 164 | 180 | 175 | 9.76% | -2.78% |
| Average Settled Price | \$155,000 | \$152,000 | \$145,000 | -1.94% | -4.61% |
| Median Settled Price | \$154,000 | \$149,000 | \$142,000 | -3.25% | -4.70% |
| Total Settled Volume | \$25,509,000 | \$27,397,000 | \$25,425,000 | 7.40% | -7.20% |
| Avg SPrice/OPrice | 92.26% | 91.06% | 88.96% | -1.30% | -2.31% |

Chester County, PA

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 218 | 242 | 274 | 11.01% | 13.22% |
| Average Settled Price | \$385,000 | \$374,000 | \$321,000 | -2.86% | -14.17% |
| Median Settled Price | \$322,000 | \$300,000 | \$280,000 | -6.83% | -6.67% |
| Total Settled Volume | \$83,942,000 | \$90,639,000 | \$88,222,000 | 7.98% | -2.67% |
| Avg SPrice/OPrice | 91.32% | 91.23% | 90.70% | -0.10% | -0.58% |

Year-To-Date Market Snapshot: Single-Family, January 2012

Delaware County, PA

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 224 | 207 | 234 | -7.59% | 13.04% |
| Average Settled Price | \$255,000 | \$274,000 | \$235,000 | 7.45% | -14.23% |
| Median Settled Price | \$187,000 | \$210,000 | \$173,000 | 12.30% | -17.62% |
| Total Settled Volume | \$57,323,000 | \$56,728,000 | \$54,991,000 | -1.04% | -3.06% |
| Avg SPrice/OPrice | 90.29% | 89.49% | 86.30% | -0.89% | -3.56% |

Montgomery County, PA

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 319 | 356 | 383 | 11.60% | 7.58% |
| Average Settled Price | \$304,000 | \$291,000 | \$306,000 | -4.28% | 5.15% |
| Median Settled Price | \$258,000 | \$245,000 | \$239,000 | -5.04% | -2.45% |
| Total Settled Volume | \$97,148,000 | \$103,904,000 | \$117,220,000 | 6.95% | 12.82% |
| Avg SPrice/OPrice | 91.39% | 89.05% | 89.75% | -2.56% | 0.79% |

Philadelphia County, PA

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 617 | 553 | 581 | -10.37% | 5.06% |
| Average Settled Price | \$153,000 | \$146,000 | \$148,000 | -4.58% | 1.37% |
| Median Settled Price | \$120,000 | \$115,000 | \$115,000 | -4.17% | 0.00% |
| Total Settled Volume | \$94,947,000 | \$80,941,000 | \$86,218,000 | -14.75% | 6.52% |
| Avg SPrice/OPrice | 90.38% | 88.88% | 86.94% | -1.66% | -2.18% |

Year-To-Date Market Snapshot: Single-Family, January 2012

Burlington County, NJ

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 173 | 192 | 199 | 10.98% | 3.65% |
| Average Settled Price | \$250,000 | \$244,000 | \$235,000 | -2.40% | -3.69% |
| Median Settled Price | \$217,000 | \$212,000 | \$207,000 | -2.30% | -2.36% |
| Total Settled Volume | \$43,323,000 | \$46,981,000 | \$46,824,000 | 8.44% | -0.33% |
| Avg SPrice/OPrice | 90.54% | 87.82% | 87.84% | -3.00% | 0.02% |

Camden County, NJ

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 186 | 163 | 192 | -12.37% | 17.79% |
| Average Settled Price | \$203,000 | \$203,000 | \$179,000 | 0.00% | -11.82% |
| Median Settled Price | \$175,000 | \$181,000 | \$166,000 | 3.43% | -8.29% |
| Total Settled Volume | \$37,905,000 | \$33,165,000 | \$34,521,000 | -12.50% | 4.09% |
| Avg SPrice/OPrice | 88.57% | 88.61% | 86.22% | 0.05% | -2.70% |

Cumberland County, NJ

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|-----------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 25 | 23 | 25 | -8.00% | 8.70% |
| Average Settled Price | \$165,000 | \$148,000 | \$148,000 | -10.30% | 0.00% |
| Median Settled Price | \$178,000 | \$145,000 | \$155,000 | -18.54% | 6.90% |
| Total Settled Volume | \$4,130,000 | \$3,409,000 | \$3,718,000 | -17.46% | 9.06% |
| Avg SPrice/OPrice | 86.24% | 88.91% | 86.97% | 3.10% | -2.18% |

Year-To-Date Market Snapshot: Single-Family, January 2012

Gloucester County, NJ

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|------------------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 98 | 121 | 114 | 23.47% | -5.79% |
| Average Settled Price | \$216,000 | \$198,000 | \$209,000 | -8.33% | 5.56% |
| Median Settled Price | \$199,000 | \$185,000 | \$193,000 | -7.04% | 4.32% |
| Total Settled Volume | \$21,209,000 | \$23,959,000 | \$23,856,000 | 12.97% | -0.43% |
| Avg SPrice/OPrice | 89.66% | 88.69% | 89.47% | -1.08% | 0.88% |

Mercer County, NJ

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|------------------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 146 | 135 | 143 | -7.53% | 5.93% |
| Average Settled Price | \$292,000 | \$285,000 | \$284,000 | -2.40% | -0.35% |
| Median Settled Price | \$222,000 | \$230,000 | \$225,000 | 3.60% | -2.17% |
| Total Settled Volume | \$42,755,000 | \$38,535,000 | \$40,738,000 | -9.87% | 5.72% |
| Avg SPrice/OPrice | 90.26% | 86.98% | 85.42% | -3.63% | -1.79% |

Salem County, NJ

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|------------------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 24 | 28 | 23 | 16.67% | -17.86% |
| Average Settled Price | \$138,000 | \$174,000 | \$141,000 | 26.09% | -18.97% |
| Median Settled Price | \$144,000 | \$165,000 | \$143,000 | 14.58% | -13.33% |
| Total Settled Volume | \$3,316,000 | \$4,897,000 | \$3,245,000 | 47.68% | -33.73% |
| Avg SPrice/OPrice | 87.72% | 86.76% | 86.71% | -1.09% | -0.06% |

Year-To-Date Market Snapshot: Single-Family, January 2012

Kent County, DE

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|------------------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 80 | 55 | 85 | -31.25% | 54.55% |
| Average Settled Price | \$193,000 | \$179,000 | \$164,000 | -7.25% | -8.38% |
| Median Settled Price | \$193,000 | \$175,000 | \$150,000 | -9.33% | -14.29% |
| Total Settled Volume | \$15,455,000 | \$9,881,000 | \$13,987,000 | -36.07% | 41.55% |
| Avg SPrice/OPrice | 92.69% | 91.56% | 88.81% | -1.22% | -3.00% |

New Castle County, DE

| | YTD Jan 2010 | YTD Jan 2011 | YTD Jan 2012 | 2010/2011 Change | 2011/2012 Change |
|------------------------------|-----------------|-----------------|-----------------|---------------------|---------------------|
| Settled Units | 242 | 230 | 296 | -4.96% | 28.70% |
| Average Settled Price | \$237,000 | \$242,000 | \$190,000 | 2.11% | -21.49% |
| Median Settled Price | \$213,000 | \$219,000 | \$170,000 | 2.82% | -22.37% |
| Total Settled Volume | \$57,575,000 | \$55,863,000 | \$56,455,000 | -2.97% | 1.06% |
| Avg SPrice/OPrice | 91.28% | 89.59% | 88.57% | -1.85% | -1.14% |