



JANUARY 2017

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.

Contents

Pennsylvania		New Jersey	
Bucks County	3	Burlington County.....	5
Berks County	3	Camden County	5
Chester County.....	3	Cumberland County	5
Delaware County.....	4	Gloucester County	6
Montgomery County	4	Mercer County.....	6
Philadelphia County.....	4	Salem County.....	6
		Delaware	
		Kent County	7
		New Castle County	7

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 2017

Bucks County, PA

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	368	400	426	8.70%	6.50%
Average Settled Price	\$326,000	\$330,000	\$330,000	1.23%	0.00%
Median Settled Price	\$290,000	\$280,000	\$285,000	-3.45%	1.79%
Total Settled Volume	\$120,282,000	\$132,081,000	\$140,834,000	9.81%	6.63%
Avg SPrice/OPrice	92.17%	92.53%	93.93%	0.39%	1.51%

Berks County, PA

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	216	248	286	14.81%	15.32%
Average Settled Price	\$141,000	\$154,000	\$163,000	9.22%	5.84%
Median Settled Price	\$134,000	\$138,000	\$150,000	2.99%	8.70%
Total Settled Volume	\$30,563,000	\$38,324,000	\$46,849,000	25.39%	22.24%
Avg SPrice/OPrice	89.69%	90.20%	93.02%	0.57%	3.13%

Chester County, PA

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	303	351	383	15.84%	9.12%
Average Settled Price	\$377,000	\$367,000	\$357,000	-2.65%	-2.72%
Median Settled Price	\$309,000	\$314,000	\$310,000	1.62%	-1.27%
Total Settled Volume	\$114,436,000	\$128,965,000	\$136,769,000	12.70%	6.05%
Avg SPrice/OPrice	92.85%	93.80%	94.27%	1.02%	0.50%

Year-To-Date Market Snapshot: Single-Family, January 2017

Burlington County, NJ

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	252	348	362	38.10%	4.02%
Average Settled Price	\$227,000	\$238,000	\$229,000	4.85%	-3.78%
Median Settled Price	\$198,000	\$195,000	\$200,000	-1.52%	2.56%
Total Settled Volume	\$57,384,000	\$82,862,000	\$83,196,000	44.40%	0.40%
Avg SPrice/OPrice	90.75%	91.17%	91.38%	0.46%	0.23%

Delaware County, PA

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	329	357	373	8.51%	4.48%
Average Settled Price	\$245,000	\$239,000	\$240,000	-2.45%	0.42%
Median Settled Price	\$190,000	\$164,000	\$184,000	-13.68%	12.20%
Total Settled Volume	\$80,624,000	\$85,644,000	\$89,613,000	6.23%	4.63%
Avg SPrice/OPrice	90.91%	89.85%	92.45%	-1.17%	2.89%

Camden County, NJ

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	276	370	428	34.06%	15.68%
Average Settled Price	\$188,000	\$172,000	\$169,000	-8.51%	-1.74%
Median Settled Price	\$165,000	\$155,000	\$148,000	-6.06%	-4.52%
Total Settled Volume	\$52,149,000	\$63,875,000	\$72,754,000	22.49%	13.90%
Avg SPrice/OPrice	90.73%	90.22%	90.59%	-0.56%	0.41%

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Montgomery County, PA

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	453	529	501	16.78%	-5.29%
Average Settled Price	\$306,000	\$309,000	\$342,000	0.98%	10.68%
Median Settled Price	\$263,000	\$257,000	\$279,000	-2.28%	8.56%
Total Settled Volume	\$138,703,000	\$163,614,000	\$171,789,000	17.96%	5.00%
Avg SPrice/OPrice	91.47%	93.27%	93.78%	1.97%	0.55%

Cumberland County, NJ

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	37	51	53	37.84%	3.92%
Average Settled Price	\$124,000	\$140,000	\$101,000	12.90%	-27.86%
Median Settled Price	\$125,000	\$141,000	\$84,000	12.80%	-40.43%
Total Settled Volume	\$4,588,000	\$7,149,000	\$5,400,000	55.82%	-24.46%
Avg SPrice/OPrice	85.96%	88.97%	89.38%	3.50%	0.46%

Gloucester County, NJ

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	138	181	223	31.16%	23.20%
Average Settled Price	\$197,000	\$197,000	\$175,000	0.00%	-11.17%
Median Settled Price	\$188,000	\$185,000	\$167,000	-1.60%	-9.73%
Total Settled Volume	\$27,190,000	\$35,662,000	\$39,150,000	31.16%	9.78%
Avg SPrice/OPrice	91.83%	91.65%	90.35%	-0.20%	-1.42%

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Kent County, DE

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	127	111	133	-12.60%	19.82%
Average Settled Price	\$184,000	\$192,000	\$197,000	4.35%	2.60%
Median Settled Price	\$175,000	\$194,000	\$195,000	10.86%	0.52%
Total Settled Volume	\$23,419,000	\$21,361,000	\$26,319,000	-8.79%	23.21%
Avg SPrice/OPrice	93.07%	95.32%	93.37%	2.42%	-2.05%

New Castle County, DE

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	309	340	378	10.03%	11.18%
Average Settled Price	\$228,000	\$242,000	\$251,000	6.14%	3.72%
Median Settled Price	\$204,000	\$220,000	\$215,000	7.84%	-2.27%
Total Settled Volume	\$70,753,000	\$82,516,000	\$95,065,000	16.63%	15.21%
Avg SPrice/OPrice	92.84%	93.26%	93.44%	0.45%	0.19%

Mercer County, NJ

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	158	209	212	32.28%	1.44%
Average Settled Price	\$364,000	\$376,000	\$293,000	3.30%	-22.07%
Median Settled Price	\$220,000	\$250,000	\$210,000	13.64%	-16.00%
Total Settled Volume	\$57,635,000	\$78,659,000	\$62,220,000	36.48%	-20.90%
Avg SPrice/OPrice	89.72%	91.43%	91.35%	1.91%	-0.09%

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Salem County, NJ

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	24	32	39	33.33%	21.88%
Average Settled Price	\$147,000	\$121,000	\$131,000	-17.69%	8.26%
Median Settled Price	\$145,000	\$122,000	\$136,000	-15.86%	11.48%
Total Settled Volume	\$3,535,000	\$3,901,000	\$5,131,000	10.35%	31.53%
Avg SPrice/OPrice	90.10%	88.09%	88.56%	-2.23%	0.53%

Schuylkill County, PA

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	59	52	58	-11.86%	11.54%
Average Settled Price	\$74,000	\$65,000	\$77,000	-12.16%	18.46%
Median Settled Price	\$56,000	\$30,000	\$55,000	-46.43%	83.33%
Total Settled Volume	\$4,416,000	\$3,399,000	\$4,476,000	-23.03%	31.69%
Avg SPrice/OPrice	87.00%	82.79%	85.46%	-4.84%	3.23%

Philadelphia County, PA

	YTD Jan 2015	YTD Jan 2016	YTD Jan 2017	2015/2016 Change	2016/2017 Change
Settled Units	711	894	870	25.74%	-2.68%
Average Settled Price	\$171,000	\$189,000	\$224,000	10.53%	18.52%
Median Settled Price	\$125,000	\$150,000	\$163,000	20.00%	8.67%
Total Settled Volume	\$122,166,000	\$169,175,000	\$195,577,000	38.48%	15.61%
Avg SPrice/OPrice	89.95%	91.60%	92.77%	1.83%	1.28%