



JUNE 2018

# 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, June 2018

### Bucks County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	375	374	321	-0.27%	-14.17%
<b>Average Settled Price</b>	\$237,000	\$254,000	\$229,000	7.17%	-9.84%
<b>Median Settled Price</b>	\$205,000	\$205,000	\$195,000	0.00%	-4.88%
<b>Total Settled Volume</b>	\$89,204,000	\$95,081,000	\$73,774,000	6.59%	-22.41%
<b>Avg SPrice/OPrice</b>	94.75%	95.56%	96.45%	0.85%	0.93%

### Berks County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	57	66	73	15.79%	10.61%
<b>Average Settled Price</b>	\$143,000	\$120,000	\$118,000	-16.08%	-1.67%
<b>Median Settled Price</b>	\$135,000	\$117,000	\$113,000	-13.33%	-3.42%
<b>Total Settled Volume</b>	\$8,167,000	\$7,963,000	\$8,660,000	-2.50%	8.75%
<b>Avg SPrice/OPrice</b>	94.29%	92.48%	93.97%	-1.92%	1.61%

### Chester County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	206	218	200	5.83%	-8.26%
<b>Average Settled Price</b>	\$244,000	\$227,000	\$230,000	-6.97%	1.32%
<b>Median Settled Price</b>	\$200,000	\$200,000	\$205,000	0.00%	2.50%
<b>Total Settled Volume</b>	\$50,387,000	\$49,507,000	\$46,165,000	-1.75%	-6.75%
<b>Avg SPrice/OPrice</b>	96.03%	96.43%	96.64%	0.42%	0.22%

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### Delaware County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	185	242	229	30.81%	-5.37%
<b>Average Settled Price</b>	\$196,000	\$226,000	\$250,000	15.31%	10.62%
<b>Median Settled Price</b>	\$165,000	\$170,000	\$182,000	3.03%	7.06%
<b>Total Settled Volume</b>	\$36,301,000	\$54,850,000	\$57,327,000	51.10%	4.52%
<b>Avg SPrice/OPrice</b>	93.16%	94.95%	96.37%	1.92%	1.50%

### Montgomery County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	490	483	493	-1.43%	2.07%
<b>Average Settled Price</b>	\$192,000	\$190,000	\$214,000	-1.04%	12.63%
<b>Median Settled Price</b>	\$165,000	\$160,000	\$175,000	-3.03%	9.38%
<b>Total Settled Volume</b>	\$94,542,000	\$91,789,000	\$105,906,000	-2.91%	15.38%
<b>Avg SPrice/OPrice</b>	92.38%	93.70%	94.89%	1.43%	1.27%

### Schuylkill County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	1	0	3	-100.00%	100.00%
<b>Average Settled Price</b>	\$142,000	\$0	\$160,000	-100.00%	100.00%
<b>Median Settled Price</b>	\$142,000	\$0	\$156,000	-100.00%	100.00%
<b>Total Settled Volume</b>	\$142,000	\$0	\$482,000	-100.00%	100.00%
<b>Avg SPrice/OPrice</b>	98.62%	0.00%	93.30%	-100.00%	100.00%

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### Philadelphia County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	888	941	997	5.97%	5.95%
<b>Average Settled Price</b>	\$409,000	\$462,000	\$415,000	12.96%	-10.17%
<b>Median Settled Price</b>	\$310,000	\$335,000	\$330,000	8.06%	-1.49%
<b>Total Settled Volume</b>	\$363,203,000	\$434,796,000	\$414,598,000	19.71%	-4.65%
<b>Avg SPrice/OPrice</b>	94.83%	94.94%	95.71%	0.12%	0.81%

### Burlington County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	344	389	463	13.08%	19.02%
<b>Average Settled Price</b>	\$146,000	\$144,000	\$165,000	-1.37%	14.58%
<b>Median Settled Price</b>	\$126,000	\$130,000	\$142,000	3.17%	9.23%
<b>Total Settled Volume</b>	\$50,227,000	\$56,047,000	\$76,418,000	11.59%	36.35%
<b>Avg SPrice/OPrice</b>	92.17%	93.79%	95.82%	1.76%	2.16%

### Camden County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	224	229	209	2.23%	-8.73%
<b>Average Settled Price</b>	\$127,000	\$121,000	\$136,000	-4.72%	12.40%
<b>Median Settled Price</b>	\$116,000	\$113,000	\$122,000	-2.59%	7.96%
<b>Total Settled Volume</b>	\$28,504,000	\$27,785,000	\$28,463,000	-2.52%	2.44%
<b>Avg SPrice/OPrice</b>	92.13%	91.91%	92.69%	-0.24%	0.85%

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### Cumberland County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	4	6	16	50.00%	166.67%
<b>Average Settled Price</b>	\$121,000	\$82,000	\$129,000	-32.23%	57.32%
<b>Median Settled Price</b>	\$121,000	\$60,000	\$124,000	-50.41%	106.67%
<b>Total Settled Volume</b>	\$484,000	\$493,000	\$2,065,000	1.86%	318.86%
<b>Avg SPrice/OPrice</b>	89.04%	86.91%	93.47%	-2.39%	7.55%

### Gloucester County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	125	131	163	4.80%	24.43%
<b>Average Settled Price</b>	\$130,000	\$136,000	\$132,000	4.62%	-2.94%
<b>Median Settled Price</b>	\$125,000	\$125,000	\$129,000	0.00%	3.20%
<b>Total Settled Volume</b>	\$16,314,000	\$17,901,000	\$21,619,000	9.73%	20.77%
<b>Avg SPrice/OPrice</b>	92.92%	93.12%	93.94%	0.22%	0.88%

### Mercer County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	255	275	244	7.84%	-11.27%
<b>Average Settled Price</b>	\$236,000	\$235,000	\$239,000	-0.42%	1.70%
<b>Median Settled Price</b>	\$190,000	\$180,000	\$190,000	-5.26%	5.56%
<b>Total Settled Volume</b>	\$60,356,000	\$64,723,000	\$58,547,000	7.24%	-9.54%
<b>Avg SPrice/OPrice</b>	94.42%	95.40%	95.96%	1.04%	0.59%

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### Salem County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	0	0	2	0.00%	100.00%
Average Settled Price	\$0	\$0	\$74,000	0.00%	100.00%
Median Settled Price	\$0	\$0	\$70,000	0.00%	100.00%
Total Settled Volume	\$0	\$0	\$149,000	0.00%	100.00%
Avg SPrice/OPrice	0.00%	0.00%	93.80%	0.00%	100.00%

### Kent County, DE

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	13	8	11	-38.46%	37.50%
Average Settled Price	\$65,000	\$135,000	\$111,000	107.69%	-17.78%
Median Settled Price	\$48,000	\$59,000	\$100,000	22.92%	69.49%
Total Settled Volume	\$851,000	\$1,082,000	\$1,228,000	27.14%	13.49%
Avg SPrice/OPrice	91.23%	88.59%	93.87%	-2.89%	5.96%

### New Castle County, DE

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	202	231	232	14.36%	0.43%
Average Settled Price	\$143,000	\$151,000	\$150,000	5.59%	-0.66%
Median Settled Price	\$120,000	\$120,000	\$125,000	0.00%	4.17%
Total Settled Volume	\$29,034,000	\$34,993,000	\$34,926,000	20.52%	-0.19%
Avg SPrice/OPrice	91.49%	92.37%	93.71%	0.96%	1.45%