



JUNE 2018

# 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

<b>Settled Units</b>	The number of single-family listings settled year-to-date (YTD) through the specified month and year.
<b>Average Settled Price</b>	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.
<b>Median Settled Price</b>	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.
<b>Total Settled Volume</b>	The total dollar volume of single-family 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 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, June 2018

### Bucks County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	3,301	3,508	3,260	6.27%	-7.07%
Average Settled Price	\$334,000	\$352,000	\$375,000	5.39%	6.53%
Median Settled Price	\$290,000	\$308,000	\$320,000	6.21%	3.90%
Total Settled Volume	\$1,102,688,000	\$1,235,962,000	\$1,225,067,000	12.09%	-0.88%
Avg SPrice/OPrice	94.64%	95.80%	96.06%	1.23%	0.27%

### Berks County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,335	2,319	2,317	-0.69%	-0.09%
Average Settled Price	\$167,000	\$172,000	\$175,000	2.99%	1.74%
Median Settled Price	\$152,000	\$158,000	\$159,000	3.95%	0.63%
Total Settled Volume	\$390,395,000	\$399,455,000	\$407,772,000	2.32%	2.08%
Avg SPrice/OPrice	92.94%	94.59%	95.33%	1.78%	0.78%

### Chester County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,963	3,232	3,236	9.08%	0.12%
Average Settled Price	\$368,000	\$382,000	\$398,000	3.80%	4.19%
Median Settled Price	\$320,000	\$338,000	\$350,000	5.62%	3.55%
Total Settled Volume	\$1,091,154,000	\$1,235,999,000	\$1,290,938,000	13.27%	4.44%
Avg SPrice/OPrice	95.19%	96.28%	96.73%	1.15%	0.47%

## Year-To-Date Market Snapshot: Single-Family, June 2018

### Delaware County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	3,089	3,256	3,187	5.41%	-2.12%
Average Settled Price	\$251,000	\$263,000	\$268,000	4.78%	1.90%
Median Settled Price	\$199,000	\$207,000	\$210,000	4.02%	1.45%
Total Settled Volume	\$775,818,000	\$858,413,000	\$854,181,000	10.65%	-0.49%
Avg SPrice/OPrice	92.47%	94.06%	94.94%	1.72%	0.94%

### Montgomery County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,630	4,850	4,600	4.75%	-5.15%
Average Settled Price	\$323,000	\$343,000	\$343,000	6.19%	0.00%
Median Settled Price	\$275,000	\$285,000	\$295,000	3.64%	3.51%
Total Settled Volume	\$1,496,059,000	\$1,665,598,000	\$1,578,099,000	11.33%	-5.25%
Avg SPrice/OPrice	94.64%	95.64%	96.54%	1.06%	0.94%

### Schuylkill County, PA

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	511	534	513	4.50%	-3.93%
Average Settled Price	\$90,000	\$95,000	\$105,000	5.56%	10.53%
Median Settled Price	\$69,000	\$75,000	\$80,000	8.70%	6.67%
Total Settled Volume	\$46,206,000	\$51,081,000	\$54,019,000	10.55%	5.75%
Avg SPrice/OPrice	88.05%	88.62%	89.77%	0.65%	1.30%

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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>	6,943	7,461	7,356	7.46%	-1.41%
<b>Average Settled Price</b>	\$202,000	\$226,000	\$234,000	11.88%	3.54%
<b>Median Settled Price</b>	\$159,000	\$173,000	\$188,000	8.81%	8.67%
<b>Total Settled Volume</b>	\$1,407,747,000	\$1,690,948,000	\$1,724,057,000	20.12%	1.96%
<b>Avg SPrice/OPrice</b>	93.03%	94.43%	95.32%	1.50%	0.94%

### Burlington County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	2,688	2,978	3,113	10.79%	4.53%
<b>Average Settled Price</b>	\$240,000	\$233,000	\$234,000	-2.92%	0.43%
<b>Median Settled Price</b>	\$210,000	\$200,000	\$210,000	-4.76%	5.00%
<b>Total Settled Volume</b>	\$646,236,000	\$695,280,000	\$731,298,000	7.59%	5.18%
<b>Avg SPrice/OPrice</b>	92.53%	93.48%	94.05%	1.03%	0.61%

### Camden County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	2,869	3,465	3,388	20.77%	-2.22%
<b>Average Settled Price</b>	\$185,000	\$185,000	\$181,000	0.00%	-2.16%
<b>Median Settled Price</b>	\$162,000	\$162,000	\$162,000	0.00%	0.00%
<b>Total Settled Volume</b>	\$531,229,000	\$642,571,000	\$615,369,000	20.96%	-4.23%
<b>Avg SPrice/OPrice</b>	91.75%	92.78%	93.22%	1.12%	0.47%

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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>	454	462	643	1.76%	39.18%
<b>Average Settled Price</b>	\$126,000	\$124,000	\$125,000	-1.59%	0.81%
<b>Median Settled Price</b>	\$129,000	\$120,000	\$128,000	-6.98%	6.67%
<b>Total Settled Volume</b>	\$57,208,000	\$57,569,000	\$80,720,000	0.63%	40.21%
<b>Avg SPrice/OPrice</b>	90.84%	90.84%	91.43%	0.00%	0.65%

### Gloucester County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	1,670	1,956	2,086	17.13%	6.65%
<b>Average Settled Price</b>	\$202,000	\$191,000	\$194,000	-5.45%	1.57%
<b>Median Settled Price</b>	\$194,000	\$180,000	\$185,000	-7.22%	2.78%
<b>Total Settled Volume</b>	\$337,940,000	\$375,293,000	\$406,366,000	11.05%	8.28%
<b>Avg SPrice/OPrice</b>	93.02%	92.75%	93.19%	-0.29%	0.47%

### Mercer County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
<b>Settled Units</b>	1,595	1,792	1,698	12.35%	-5.25%
<b>Average Settled Price</b>	\$338,000	\$328,000	\$316,000	-2.96%	-3.66%
<b>Median Settled Price</b>	\$245,000	\$240,000	\$239,000	-2.04%	-0.42%
<b>Total Settled Volume</b>	\$540,196,000	\$588,108,000	\$538,076,000	8.87%	-8.51%
<b>Avg SPrice/OPrice</b>	92.48%	93.19%	93.84%	0.77%	0.70%

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### Salem County, NJ

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	297	352	462	18.52%	31.25%
Average Settled Price	\$144,000	\$128,000	\$119,000	-11.11%	-7.03%
Median Settled Price	\$134,000	\$111,000	\$94,000	-17.16%	-15.32%
Total Settled Volume	\$42,981,000	\$45,074,000	\$55,330,000	4.87%	22.75%
Avg SPrice/OPrice	87.18%	86.63%	87.70%	-0.63%	1.24%

### Kent County, DE

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	910	1,066	1,101	17.14%	3.28%
Average Settled Price	\$204,000	\$203,000	\$210,000	-0.49%	3.45%
Median Settled Price	\$200,000	\$201,000	\$207,000	0.50%	2.99%
Total Settled Volume	\$186,513,000	\$216,796,000	\$231,764,000	16.24%	6.90%
Avg SPrice/OPrice	95.25%	94.96%	96.61%	-0.30%	1.74%

### New Castle County, DE

	YTD Jun 2016	YTD Jun 2017	YTD Jun 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,910	3,252	3,223	11.75%	-0.89%
Average Settled Price	\$243,000	\$247,000	\$253,000	1.65%	2.43%
Median Settled Price	\$223,000	\$224,000	\$229,000	0.45%	2.23%
Total Settled Volume	\$708,011,000	\$804,789,000	\$815,744,000	13.67%	1.36%
Avg SPrice/OPrice	94.51%	95.10%	96.25%	0.62%	1.21%