



MARCH 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, March 2018

### Bucks County, PA

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,259	1,275	1,186	1.27%	-6.98%
Average Settled Price	\$323,000	\$329,000	\$349,000	1.86%	6.08%
Median Settled Price	\$277,000	\$289,000	\$298,000	4.33%	3.11%
Total Settled Volume	\$406,887,000	\$419,814,000	\$414,308,000	3.18%	-1.31%
Avg SPrice/OPrice	93.41%	94.52%	94.91%	1.19%	0.41%

### Berks County, PA

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	876	951	921	8.56%	-3.15%
Average Settled Price	\$160,000	\$162,000	\$170,000	1.25%	4.94%
Median Settled Price	\$140,000	\$148,000	\$153,000	5.71%	3.38%
Total Settled Volume	\$140,762,000	\$154,646,000	\$156,936,000	9.86%	1.48%
Avg SPrice/OPrice	91.03%	93.03%	94.27%	2.20%	1.33%

### Chester County, PA

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,054	1,168	1,195	10.82%	2.31%
Average Settled Price	\$358,000	\$365,000	\$389,000	1.96%	6.58%
Median Settled Price	\$305,000	\$323,000	\$340,000	5.90%	5.26%
Total Settled Volume	\$377,824,000	\$426,922,000	\$465,518,000	12.99%	9.04%
Avg SPrice/OPrice	93.71%	95.11%	95.94%	1.49%	0.87%

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### Delaware County, PA

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,128	1,231	1,144	9.13%	-7.07%
Average Settled Price	\$222,000	\$235,000	\$244,000	5.86%	3.83%
Median Settled Price	\$155,000	\$176,000	\$189,000	13.55%	7.39%
Total Settled Volume	\$250,900,000	\$289,691,000	\$280,041,000	15.46%	-3.33%
Avg SPrice/OPrice	90.21%	92.30%	93.41%	2.32%	1.20%

### Montgomery County, PA

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,677	1,760	1,610	4.95%	-8.52%
Average Settled Price	\$316,000	\$323,000	\$324,000	2.22%	0.31%
Median Settled Price	\$269,000	\$271,000	\$282,000	0.74%	4.06%
Total Settled Volume	\$531,523,000	\$570,022,000	\$521,800,000	7.24%	-8.46%
Avg SPrice/OPrice	93.17%	94.58%	95.59%	1.51%	1.07%

### Schuylkill County, PA

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	207	206	217	-0.48%	5.34%
Average Settled Price	\$80,000	\$79,000	\$98,000	-1.25%	24.05%
Median Settled Price	\$59,000	\$55,000	\$74,000	-6.78%	34.55%
Total Settled Volume	\$16,653,000	\$16,448,000	\$21,452,000	-1.23%	30.42%
Avg SPrice/OPrice	85.17%	86.07%	89.27%	1.06%	3.72%

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### Philadelphia County, PA

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,894	3,046	2,950	5.25%	-3.15%
Average Settled Price	\$186,000	\$211,000	\$221,000	13.44%	4.74%
Median Settled Price	\$147,000	\$161,000	\$177,000	9.52%	9.94%
Total Settled Volume	\$541,038,000	\$645,587,000	\$654,856,000	19.32%	1.44%
Avg SPrice/OPrice	91.64%	93.37%	94.05%	1.89%	0.73%

### Burlington County, NJ

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,065	1,203	1,269	12.96%	5.49%
Average Settled Price	\$222,000	\$216,000	\$220,000	-2.70%	1.85%
Median Settled Price	\$192,000	\$187,000	\$194,000	-2.60%	3.74%
Total Settled Volume	\$237,455,000	\$260,608,000	\$280,087,000	9.75%	7.47%
Avg SPrice/OPrice	91.29%	91.91%	93.27%	0.68%	1.48%

### Camden County, NJ

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,128	1,420	1,356	25.89%	-4.51%
Average Settled Price	\$170,000	\$167,000	\$166,000	-1.76%	-0.60%
Median Settled Price	\$150,000	\$150,000	\$150,000	0.00%	0.00%
Total Settled Volume	\$192,644,000	\$237,263,000	\$226,131,000	23.16%	-4.69%
Avg SPrice/OPrice	90.20%	91.28%	92.00%	1.20%	0.79%

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### Cumberland County, NJ

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	206	201	265	-2.43%	31.84%
Average Settled Price	\$127,000	\$111,000	\$118,000	-12.60%	6.31%
Median Settled Price	\$128,000	\$108,000	\$116,000	-15.62%	7.41%
Total Settled Volume	\$26,239,000	\$22,444,000	\$31,499,000	-14.46%	40.34%
Avg SPrice/OPrice	90.09%	90.66%	91.31%	0.63%	0.72%

### Gloucester County, NJ

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	621	797	836	28.34%	4.89%
Average Settled Price	\$193,000	\$185,000	\$187,000	-4.15%	1.08%
Median Settled Price	\$180,000	\$175,000	\$176,000	-2.78%	0.57%
Total Settled Volume	\$120,385,000	\$148,128,000	\$156,822,000	23.05%	5.87%
Avg SPrice/OPrice	91.75%	91.64%	92.03%	-0.12%	0.43%

### Mercer County, NJ

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	632	752	639	18.99%	-15.03%
Average Settled Price	\$310,000	\$292,000	\$283,000	-5.81%	-3.08%
Median Settled Price	\$221,000	\$210,000	\$222,000	-4.98%	5.71%
Total Settled Volume	\$196,193,000	\$220,063,000	\$180,888,000	12.17%	-17.80%
Avg SPrice/OPrice	90.91%	91.23%	92.89%	0.35%	1.82%



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### Salem County, NJ

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	109	132	188	21.10%	42.42%
Average Settled Price	\$131,000	\$127,000	\$106,000	-3.05%	-16.54%
Median Settled Price	\$125,000	\$119,000	\$75,000	-4.80%	-36.97%
Total Settled Volume	\$14,283,000	\$16,858,000	\$20,047,000	18.03%	18.92%
Avg SPrice/OPrice	86.77%	86.76%	88.09%	-0.01%	1.53%

### Kent County, DE

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	363	466	483	28.37%	3.65%
Average Settled Price	\$197,000	\$200,000	\$203,000	1.52%	1.50%
Median Settled Price	\$196,000	\$200,000	\$196,000	2.04%	-2.00%
Total Settled Volume	\$71,779,000	\$93,257,000	\$98,484,000	29.92%	5.60%
Avg SPrice/OPrice	94.85%	94.21%	95.75%	-0.67%	1.63%

### New Castle County, DE

	YTD Mar 2016	YTD Mar 2017	YTD Mar 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,154	1,271	1,269	10.14%	-0.16%
Average Settled Price	\$235,000	\$233,000	\$238,000	-0.85%	2.15%
Median Settled Price	\$213,000	\$215,000	\$219,000	0.94%	1.86%
Total Settled Volume	\$272,236,000	\$296,487,000	\$302,900,000	8.91%	2.16%
Avg SPrice/OPrice	93.38%	93.78%	95.50%	0.43%	1.83%