



SEPTEMBER 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

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, September 2018

Bucks County, PA

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	5,469	5,673	5,464	3.73%	-3.68%
Average Settled Price	\$342,000	\$359,000	\$383,000	4.97%	6.69%
Median Settled Price	\$295,000	\$312,000	\$325,000	5.76%	4.17%
Total Settled Volume	\$1,874,484,000	\$2,040,226,000	\$2,095,535,000	8.84%	2.71%
Avg SPrice/OPrice	94.90%	95.81%	96.26%	0.96%	0.47%

Berks County, PA

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	3,697	3,787	3,734	2.43%	-1.40%
Average Settled Price	\$171,000	\$178,000	\$182,000	4.09%	2.25%
Median Settled Price	\$155,000	\$165,000	\$165,000	6.45%	0.00%
Total Settled Volume	\$633,917,000	\$674,539,000	\$683,020,000	6.41%	1.26%
Avg SPrice/OPrice	93.24%	94.84%	95.56%	1.72%	0.76%

Chester County, PA

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,926	5,186	5,258	5.28%	1.39%
Average Settled Price	\$374,000	\$392,000	\$404,000	4.81%	3.06%
Median Settled Price	\$325,000	\$346,000	\$355,000	6.46%	2.60%
Total Settled Volume	\$1,842,370,000	\$2,033,648,000	\$2,127,028,000	10.38%	4.59%
Avg SPrice/OPrice	95.39%	96.55%	97.01%	1.22%	0.48%

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Delaware County, PA

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,861	5,099	5,094	4.90%	-0.10%
Average Settled Price	\$264,000	\$273,000	\$274,000	3.41%	0.37%
Median Settled Price	\$209,000	\$214,000	\$214,000	2.39%	0.00%
Total Settled Volume	\$1,286,253,000	\$1,393,213,000	\$1,398,080,000	8.32%	0.35%
Avg SPrice/OPrice	92.88%	94.35%	95.12%	1.58%	0.82%

Montgomery County, PA

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	7,563	7,873	7,570	4.10%	-3.85%
Average Settled Price	\$332,000	\$347,000	\$350,000	4.52%	0.86%
Median Settled Price	\$282,000	\$294,000	\$300,000	4.26%	2.04%
Total Settled Volume	\$2,511,249,000	\$2,737,929,000	\$2,653,327,000	9.03%	-3.09%
Avg SPrice/OPrice	94.95%	95.88%	96.45%	0.98%	0.59%

Schuylkill County, PA

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	778	847	825	8.87%	-2.60%
Average Settled Price	\$94,000	\$98,000	\$105,000	4.26%	7.14%
Median Settled Price	\$71,000	\$79,000	\$83,000	11.27%	5.06%
Total Settled Volume	\$73,757,000	\$83,812,000	\$87,103,000	13.63%	3.93%
Avg SPrice/OPrice	88.33%	88.90%	90.25%	0.65%	1.52%

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Philadelphia County, PA

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	10,869	11,503	11,313	5.83%	-1.65%
Average Settled Price	\$206,000	\$226,000	\$236,000	9.71%	4.42%
Median Settled Price	\$160,000	\$174,000	\$190,000	8.75%	9.20%
Total Settled Volume	\$2,240,003,000	\$2,604,473,000	\$2,677,229,000	16.27%	2.79%
Avg SPrice/OPrice	93.50%	94.64%	95.50%	1.22%	0.91%

Burlington County, NJ

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,278	4,833	5,004	12.97%	3.54%
Average Settled Price	\$244,000	\$238,000	\$243,000	-2.46%	2.10%
Median Settled Price	\$215,000	\$209,000	\$215,000	-2.79%	2.87%
Total Settled Volume	\$1,044,346,000	\$1,151,830,000	\$1,216,071,000	10.29%	5.58%
Avg SPrice/OPrice	92.79%	93.67%	94.41%	0.95%	0.79%

Camden County, NJ

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,535	5,485	5,461	20.95%	-0.44%
Average Settled Price	\$188,000	\$187,000	\$187,000	-0.53%	0.00%
Median Settled Price	\$165,000	\$165,000	\$167,000	0.00%	1.21%
Total Settled Volume	\$855,100,000	\$1,028,647,000	\$1,024,708,000	20.30%	-0.38%
Avg SPrice/OPrice	91.86%	93.04%	93.54%	1.28%	0.54%

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Cumberland County, NJ

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	669	744	953	11.21%	28.09%
Average Settled Price	\$131,000	\$124,000	\$129,000	-5.34%	4.03%
Median Settled Price	\$133,000	\$122,000	\$130,000	-8.27%	6.56%
Total Settled Volume	\$88,235,000	\$92,260,000	\$122,999,000	4.56%	33.32%
Avg SPrice/OPrice	91.17%	90.82%	91.61%	-0.38%	0.87%

Gloucester County, NJ

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,672	3,116	3,303	16.62%	6.00%
Average Settled Price	\$206,000	\$196,000	\$197,000	-4.85%	0.51%
Median Settled Price	\$198,000	\$185,000	\$186,000	-6.57%	0.54%
Total Settled Volume	\$552,114,000	\$611,748,000	\$652,395,000	10.80%	6.64%
Avg SPrice/OPrice	93.44%	93.09%	93.39%	-0.37%	0.32%

Mercer County, NJ

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,677	2,925	2,840	9.26%	-2.91%
Average Settled Price	\$354,000	\$345,000	\$335,000	-2.54%	-2.90%
Median Settled Price	\$254,000	\$254,000	\$251,000	0.00%	-1.18%
Total Settled Volume	\$949,588,000	\$1,011,325,000	\$951,577,000	6.50%	-5.91%
Avg SPrice/OPrice	92.91%	93.67%	94.19%	0.82%	0.56%

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Salem County, NJ

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	476	592	743	24.37%	25.51%
Average Settled Price	\$138,000	\$134,000	\$122,000	-2.90%	-8.96%
Median Settled Price	\$126,000	\$125,000	\$101,000	-0.79%	-19.20%
Total Settled Volume	\$66,091,000	\$79,888,000	\$91,189,000	20.88%	14.15%
Avg SPrice/OPrice	87.43%	87.99%	87.39%	0.64%	-0.68%

Kent County, DE

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,430	1,731	1,737	21.05%	0.35%
Average Settled Price	\$206,000	\$206,000	\$214,000	0.00%	3.88%
Median Settled Price	\$202,000	\$204,000	\$214,000	0.99%	4.90%
Total Settled Volume	\$294,958,000	\$356,966,000	\$372,655,000	21.02%	4.40%
Avg SPrice/OPrice	95.24%	95.19%	96.74%	-0.05%	1.63%

New Castle County, DE

	YTD Sep 2016	YTD Sep 2017	YTD Sep 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,603	5,191	5,208	12.77%	0.33%
Average Settled Price	\$248,000	\$251,000	\$255,000	1.21%	1.59%
Median Settled Price	\$225,000	\$225,000	\$230,000	0.00%	2.22%
Total Settled Volume	\$1,144,029,000	\$1,305,042,000	\$1,330,585,000	14.07%	1.96%
Avg SPrice/OPrice	94.64%	95.31%	96.40%	0.71%	1.14%