



OCTOBER 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, October 2018

Bucks County, PA

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	6,013	6,269	6,036	4.26%	-3.72%
Average Settled Price	\$341,000	\$359,000	\$380,000	5.28%	5.85%
Median Settled Price	\$294,000	\$310,000	\$325,000	5.44%	4.84%
Total Settled Volume	\$2,056,107,000	\$2,254,142,000	\$2,296,144,000	9.63%	1.86%
Avg SPrice/OPrice	94.90%	95.76%	96.19%	0.91%	0.45%

Berks County, PA

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,082	4,193	4,141	2.72%	-1.24%
Average Settled Price	\$172,000	\$177,000	\$183,000	2.91%	3.39%
Median Settled Price	\$157,000	\$164,000	\$165,000	4.46%	0.61%
Total Settled Volume	\$703,705,000	\$746,174,000	\$758,396,000	6.04%	1.64%
Avg SPrice/OPrice	93.30%	94.87%	95.51%	1.68%	0.67%

Chester County, PA

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	5,488	5,728	5,769	4.37%	0.72%
Average Settled Price	\$374,000	\$392,000	\$404,000	4.81%	3.06%
Median Settled Price	\$325,000	\$347,000	\$355,000	6.77%	2.31%
Total Settled Volume	\$2,056,435,000	\$2,249,748,000	\$2,331,463,000	9.40%	3.63%
Avg SPrice/OPrice	95.40%	96.50%	96.99%	1.15%	0.51%

Year-To-Date Market Snapshot: Single-Family, October 2018

Burlington County, NJ

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	4,717	5,433	5,548	15.18%	2.12%
Average Settled Price	\$243,000	\$238,000	\$242,000	-2.06%	1.68%
Median Settled Price	\$215,000	\$209,000	\$215,000	-2.79%	2.87%
Total Settled Volume	\$1,148,706,000	\$1,296,861,000	\$1,344,393,000	12.90%	3.67%
Avg SPrice/OPrice	92.78%	93.73%	94.42%	1.02%	0.74%

Delaware County, PA

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	5,328	5,606	5,599	5.22%	-0.12%
Average Settled Price	\$263,000	\$272,000	\$274,000	3.42%	0.74%
Median Settled Price	\$206,000	\$213,000	\$214,000	3.40%	0.47%
Total Settled Volume	\$1,404,466,000	\$1,526,520,000	\$1,534,802,000	8.69%	0.54%
Avg SPrice/OPrice	92.90%	94.30%	95.03%	1.51%	0.77%

Camden County, NJ

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	5,050	6,123	6,084	21.25%	-0.64%
Average Settled Price	\$186,000	\$185,000	\$186,000	-0.54%	0.54%
Median Settled Price	\$162,000	\$164,000	\$165,000	1.23%	0.61%
Total Settled Volume	\$942,472,000	\$1,134,002,000	\$1,131,682,000	20.32%	-0.20%
Avg SPrice/OPrice	91.78%	92.97%	93.41%	1.30%	0.47%

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Montgomery County, PA

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	8,343	8,642	8,394	3.58%	-2.87%
Average Settled Price	\$332,000	\$346,000	\$349,000	4.22%	0.87%
Median Settled Price	\$283,000	\$293,000	\$300,000	3.53%	2.39%
Total Settled Volume	\$2,776,375,000	\$2,991,479,000	\$2,936,948,000	7.75%	-1.82%
Avg SPrice/OPrice	94.96%	95.83%	96.38%	0.92%	0.57%

Cumberland County, NJ

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	751	1,205	1,079	60.45%	-10.46%
Average Settled Price	\$131,000	\$125,000	\$130,000	-4.58%	4.00%
Median Settled Price	\$133,000	\$125,000	\$132,000	-6.02%	5.60%
Total Settled Volume	\$98,762,000	\$151,046,000	\$141,030,000	52.94%	-6.63%
Avg SPrice/OPrice	91.28%	90.96%	91.60%	-0.35%	0.70%

Gloucester County, NJ

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,970	3,502	3,705	17.91%	5.80%
Average Settled Price	\$204,000	\$195,000	\$196,000	-4.41%	0.51%
Median Settled Price	\$195,000	\$184,000	\$185,000	-5.64%	0.54%
Total Settled Volume	\$608,684,000	\$683,824,000	\$726,914,000	12.34%	6.30%
Avg SPrice/OPrice	93.19%	92.99%	93.31%	-0.21%	0.34%

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Kent County, DE

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	1,602	1,953	1,940	21.91%	-0.67%
Average Settled Price	\$206,000	\$206,000	\$215,000	0.00%	4.37%
Median Settled Price	\$202,000	\$204,000	\$214,000	0.99%	4.90%
Total Settled Volume	\$330,854,000	\$403,460,000	\$417,732,000	21.95%	3.54%
Avg SPrice/OPrice	95.20%	95.14%	96.62%	-0.06%	1.56%

New Castle County, DE

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	5,099	5,724	5,775	12.26%	0.89%
Average Settled Price	\$249,000	\$250,000	\$255,000	0.40%	2.00%
Median Settled Price	\$225,000	\$225,000	\$231,000	0.00%	2.67%
Total Settled Volume	\$1,271,830,000	\$1,436,593,000	\$1,477,481,000	12.95%	2.85%
Avg SPrice/OPrice	94.64%	95.29%	96.32%	0.69%	1.08%

Mercer County, NJ

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	2,951	3,200	3,164	8.44%	-1.12%
Average Settled Price	\$349,000	\$341,000	\$330,000	-2.29%	-3.23%
Median Settled Price	\$250,000	\$250,000	\$249,000	0.00%	-0.40%
Total Settled Volume	\$1,032,670,000	\$1,091,254,000	\$1,044,302,000	5.67%	-4.30%
Avg SPrice/OPrice	92.82%	93.54%	94.10%	0.78%	0.60%

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Salem County, NJ

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	540	685	825	26.85%	20.44%
Average Settled Price	\$139,000	\$133,000	\$122,000	-4.32%	-8.27%
Median Settled Price	\$126,000	\$120,000	\$101,000	-4.76%	-15.83%
Total Settled Volume	\$75,094,000	\$91,591,000	\$100,737,000	21.97%	9.99%
Avg SPrice/OPrice	87.50%	88.24%	87.17%	0.85%	-1.21%

Schuylkill County, PA

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	883	955	907	8.15%	-5.03%
Average Settled Price	\$96,000	\$98,000	\$104,000	2.08%	6.12%
Median Settled Price	\$72,000	\$79,000	\$80,000	9.72%	1.27%
Total Settled Volume	\$84,828,000	\$93,932,000	\$94,619,000	10.73%	0.73%
Avg SPrice/OPrice	88.35%	88.96%	89.97%	0.69%	1.14%

Philadelphia County, PA

	YTD Oct 2016	YTD Oct 2017	YTD Oct 2018	2016/2017 Change	2017/2018 Change
Settled Units	12,007	12,724	12,585	5.97%	-1.09%
Average Settled Price	\$205,000	\$224,000	\$237,000	9.27%	5.80%
Median Settled Price	\$160,000	\$174,000	\$190,000	8.75%	9.20%
Total Settled Volume	\$2,462,131,000	\$2,859,560,000	\$2,985,151,000	16.14%	4.39%
Avg SPrice/OPrice	93.51%	94.57%	95.44%	1.13%	0.92%