

# Industry Watch

## Q4-2017

Bucks County Association of REALTORS®  
Burlington Camden County Association of REALTORS®  
Gloucester / Salem Counties Board of REALTORS®  
Greater Philadelphia Association of REALTORS®  
Kent County Association of REALTORS®  
Mercer County Association of REALTORS®  
Montgomery County Association of REALTORS®  
New Castle County Board of REALTORS®  
Reading-Berks Association of REALTORS®  
Suburban West REALTORS® Association  
Schuylkill County Board of REALTORS®



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## All Counties Overview

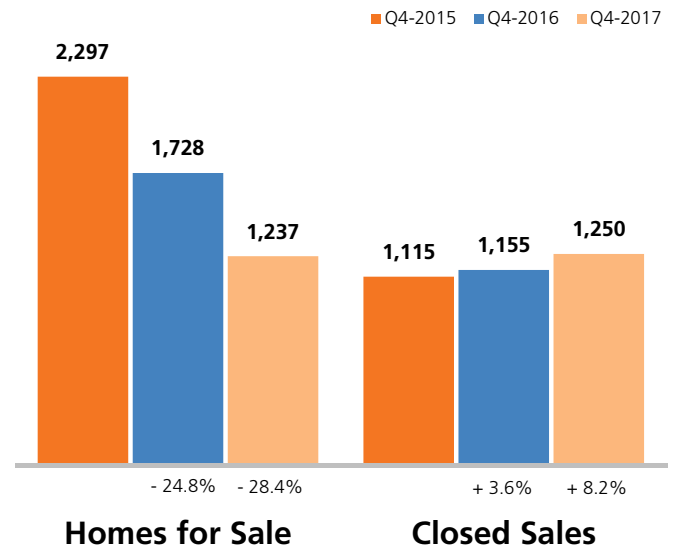
	Median Sales Price		Pct. of Orig. Price Rec'd.		Average Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
Berks	\$162,000	↑ + 6.6%	95.1%	↑ + 1.7%	65	↓ - 21.6%	1,250	↑ + 8.2%
Bucks	\$300,000	↑ + 7.1%	95.7%	↑ + 0.9%	59	↓ - 25.3%	1,833	↓ - 2.7%
Burlington	\$190,000	↑ + 2.7%	94.0%	↑ + 1.5%	78	↓ - 19.8%	1,808	↑ + 21.3%
Camden	\$152,400	↑ + 1.9%	92.8%	↑ + 1.1%	80	↓ - 19.2%	1,806	↑ + 8.1%
Chester	\$337,500	↑ + 5.8%	96.3%	↑ + 0.5%	65	↓ - 13.0%	1,676	↓ - 0.8%
Cumberland	\$133,000	↓ - 4.9%	91.8%	↓ - 1.2%	106	↑ + 2.2%	242	↑ + 0.8%
Delaware	\$197,900	↑ + 1.0%	94.0%	↑ + 0.6%	68	↓ - 17.4%	1,644	↑ + 3.1%
Gloucester	\$174,900	↓ - 2.8%	93.3%	↑ + 1.3%	89	↓ - 17.7%	1,080	↑ + 15.9%
Kent	\$200,000	→ 0.0%	95.0%	↓ - 0.1%	83	↓ - 9.0%	608	↑ + 8.4%
Mercer	\$223,000	↓ - 0.9%	93.7%	↑ + 1.5%	73	↓ - 24.8%	1,039	↑ + 13.1%
Montgomery	\$279,900	↑ + 3.7%	95.2%	↑ + 0.2%	59	↓ - 25.1%	2,546	↓ - 2.0%
New Castle	\$215,000	↓ - 4.4%	95.2%	↑ + 0.7%	64	↓ - 13.2%	1,696	↑ + 2.0%
Philadelphia	\$187,500	↑ + 12.3%	94.8%	↑ + 1.1%	54	↓ - 14.2%	4,070	↑ + 5.6%
Salem	\$93,700	↓ - 26.1%	90.1%	↑ + 1.9%	108	↓ - 18.5%	194	↑ + 7.2%
Schuylkill	\$69,050	↓ - 13.6%	88.6%	↑ + 0.4%	91	↓ - 26.1%	297	↑ + 14.7%

## Berks County, PA

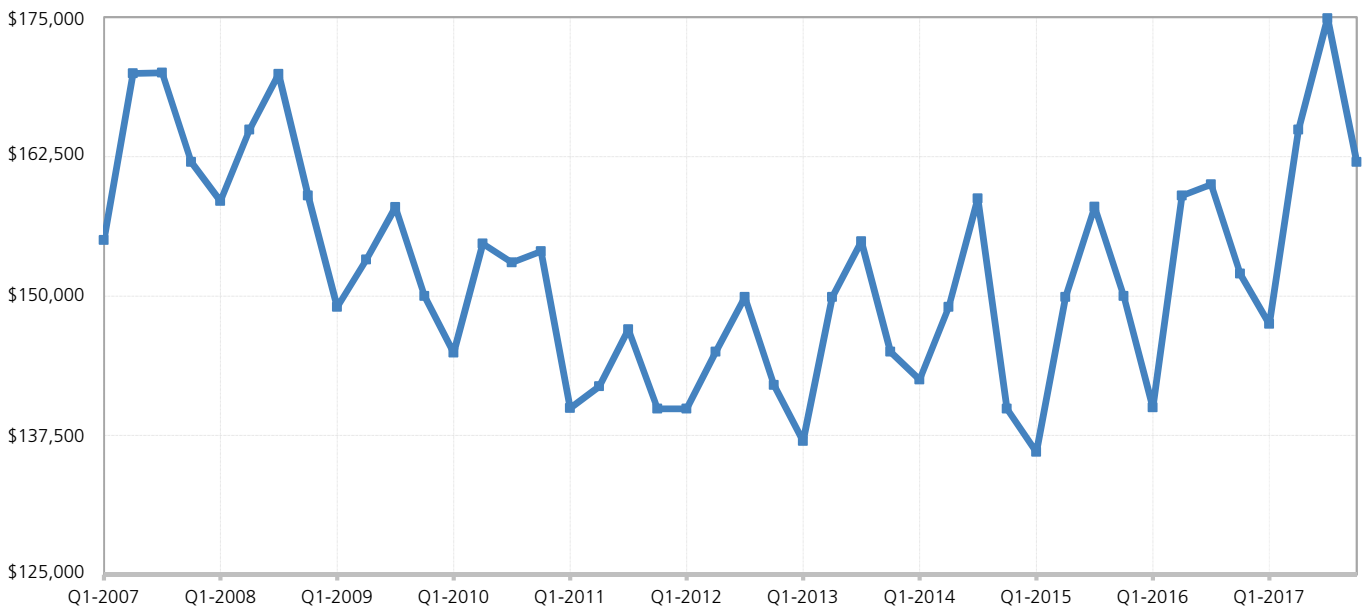
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$162,000	+ 6.6%
Avg. Sales Price	\$179,514	+ 6.3%
Pct. of Orig. Price Received	95.1%	+ 1.7%
Homes for Sale	1,237	- 28.4%
Closed Sales	1,250	+ 8.2%
Months Supply	2.9	- 31.0%
Avg. Prop. Mktg. Period	65	- 21.6%

### Market Activity



### Historical Median Sales Price for Berks County, PA



### Berks County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
17026	\$0	--	0.0%	--	0	--	0	--
17067	\$175,000	↓ - 26.8%	83.8%	↓ - 13.2%	83	↓ - 27.8%	3	↑ + 50.0%
17087	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
17569	\$340,000	↑ + 49.5%	91.5%	↓ - 1.1%	66	↓ - 53.8%	4	↑ + 33.3%
18011	\$224,500	↓ - 22.4%	98.8%	↑ + 7.6%	107	↑ + 15.1%	4	→ 0.0%
18056	\$465,000	--	97.9%	--	202	--	1	--
18062	\$326,000	↑ + 66.3%	96.9%	↑ + 1.6%	24	↓ - 45.5%	3	↓ - 25.0%
18070	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18092	\$0	--	0.0%	--	0	--	0	--
19503	\$185,500	↑ + 42.8%	98.8%	↑ + 1.9%	123	↑ + 43.0%	4	↓ - 20.0%
19504	\$270,000	↓ - 16.1%	96.0%	↓ - 0.9%	44	↓ - 39.7%	11	↓ - 31.3%
19505	\$207,000	↓ - 31.0%	95.1%	↑ + 1.4%	51	↑ + 1600.0%	10	↑ + 900.0%
19506	\$233,950	↑ + 20.0%	96.8%	↑ + 0.1%	51	↓ - 46.9%	24	↓ - 11.1%
19507	\$177,450	↑ + 47.9%	90.4%	--	183	--	6	--
19508	\$189,900	↑ + 24.9%	96.6%	↑ + 5.2%	60	↓ - 37.5%	54	↓ - 8.5%
19510	\$194,650	↓ - 8.3%	95.3%	→ 0.0%	70	↑ + 12.9%	40	↑ + 33.3%
19511	\$255,000	--	98.1%	--	76	--	1	--
19512	\$174,900	↑ + 5.0%	96.0%	↑ + 2.2%	54	↓ - 31.6%	46	↑ + 9.5%
19516	\$0	--	0.0%	--	0	--	0	--
19518	\$239,950	↓ - 10.6%	95.6%	↓ - 0.6%	81	↓ - 3.6%	40	↓ - 31.0%
19519	\$0	--	0.0%	--	0	--	0	--
19520	\$475,000	↑ + 80.3%	100.0%	↑ + 5.7%	30	↓ - 60.0%	1	↓ - 93.8%
19522	\$180,000	↓ - 3.3%	96.4%	↑ + 2.4%	89	↑ + 3.5%	34	↓ - 5.6%
19523	\$0	--	0.0%	--	0	--	0	--
19526	\$137,450	↓ - 11.2%	97.2%	↑ + 1.8%	45	↓ - 53.1%	26	↓ - 23.5%
19529	\$219,900	--	94.9%	--	128	--	4	--
19530	\$177,500	↓ - 11.3%	93.7%	↑ + 6.2%	114	↓ - 12.3%	21	↓ - 22.2%
19533	\$145,000	↓ - 16.7%	96.0%	↓ - 0.9%	62	↓ - 19.5%	27	↑ + 80.0%
19534	\$109,000	↓ - 64.3%	84.5%	↓ - 9.3%	136	↑ + 138.6%	1	↓ - 75.0%
19535	\$0	--	0.0%	--	0	--	0	--
19536	\$154,950	↓ - 24.4%	89.9%	↑ + 0.8%	97	↑ + 34.7%	4	↑ + 300.0%
19538	\$0	--	0.0%	--	0	--	0	--
19539	\$207,000	↑ + 48.9%	94.1%	↑ + 2.4%	25	↓ - 71.9%	10	↓ - 9.1%
19540	\$174,900	↓ - 10.3%	92.5%	↑ + 2.5%	53	↓ - 56.6%	29	↑ + 16.0%
19541	\$181,154	↓ - 6.7%	101.0%	↑ + 1.3%	42	↓ - 62.2%	23	↑ + 91.7%
19542	\$0	--	0.0%	--	0	--	0	--
19543	\$241,500	↑ + 5.0%	94.7%	↓ - 3.3%	54	↓ - 44.9%	20	→ 0.0%
19544	\$0	--	0.0%	--	0	--	0	--
19545	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19547	\$245,000	↑ + 32.5%	87.4%	↓ - 9.4%	163	↑ + 246.8%	11	↑ + 22.2%
19548	\$0	--	0.0%	--	0	--	0	--
19550	\$0	--	0.0%	--	0	--	0	--
19551	\$177,000	↑ + 4.1%	92.4%	↑ + 0.3%	64	↑ + 23.1%	8	→ 0.0%

## Berks County, PA ZIP Codes Cont.

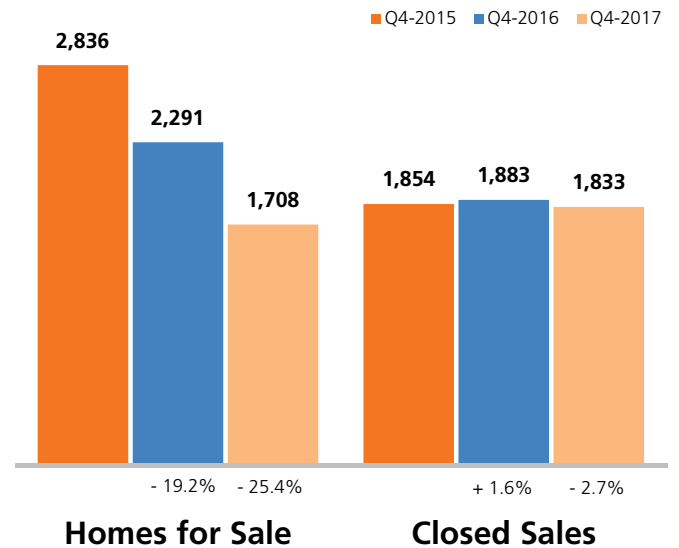
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19554	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19555	\$241,000	↑ + 94.4%	95.2%	↑ + 4.4%	36	↓ - 75.5%	6	↓ - 40.0%
19559	\$218,250	↑ + 81.9%	90.8%	↓ - 13.0%	87	↑ + 1350.0%	2	↑ + 100.0%
19560	\$147,450	↑ + 9.3%	96.5%	↑ + 2.1%	53	↓ - 48.0%	38	↑ + 35.7%
19562	\$209,500	↑ + 55.3%	97.8%	↑ + 9.6%	21	↓ - 66.1%	5	↑ + 25.0%
19564	\$184,500	↑ + 6.0%	100.0%	↑ + 3.4%	5	↓ - 64.3%	1	→ 0.0%
19565	\$160,475	↓ - 11.3%	93.5%	↓ - 3.0%	51	↓ - 45.7%	18	↑ + 5.9%
19567	\$175,200	↑ + 52.3%	94.1%	↓ - 0.4%	98	↑ + 60.7%	20	↑ + 53.8%
19601	\$65,950	↑ + 94.0%	92.9%	↓ - 1.2%	37	↓ - 30.2%	58	↑ + 56.8%
19602	\$32,000	↑ + 25.5%	85.2%	↓ - 0.7%	97	↑ + 6.6%	27	↓ - 18.2%
19603	\$0	--	0.0%	--	0	--	0	--
19604	\$62,000	↑ + 12.7%	94.2%	↑ + 1.4%	59	↑ + 13.5%	65	↑ + 4.8%
19605	\$155,450	↑ + 12.2%	95.2%	↓ - 0.1%	70	↓ - 17.6%	100	↓ - 2.0%
19606	\$140,000	↓ - 4.1%	94.7%	↑ + 2.0%	78	↑ + 4.0%	127	↑ + 16.5%
19607	\$130,000	↓ - 2.0%	93.9%	↑ + 4.0%	72	↓ - 13.3%	91	↑ + 23.0%
19608	\$227,500	↑ + 13.8%	97.2%	↑ + 3.6%	63	↓ - 31.5%	90	↑ + 28.6%
19609	\$169,450	↑ + 10.8%	98.7%	↑ + 5.2%	28	↓ - 63.2%	42	→ 0.0%
19610	\$217,000	↑ + 12.4%	94.5%	↓ - 0.2%	61	↓ - 15.3%	57	↓ - 9.5%
19611	\$125,000	↑ + 37.4%	97.7%	↑ + 5.5%	34	↓ - 53.4%	31	↓ - 3.1%
19612	\$0	--	0.0%	--	0	--	0	--

## Bucks County, PA

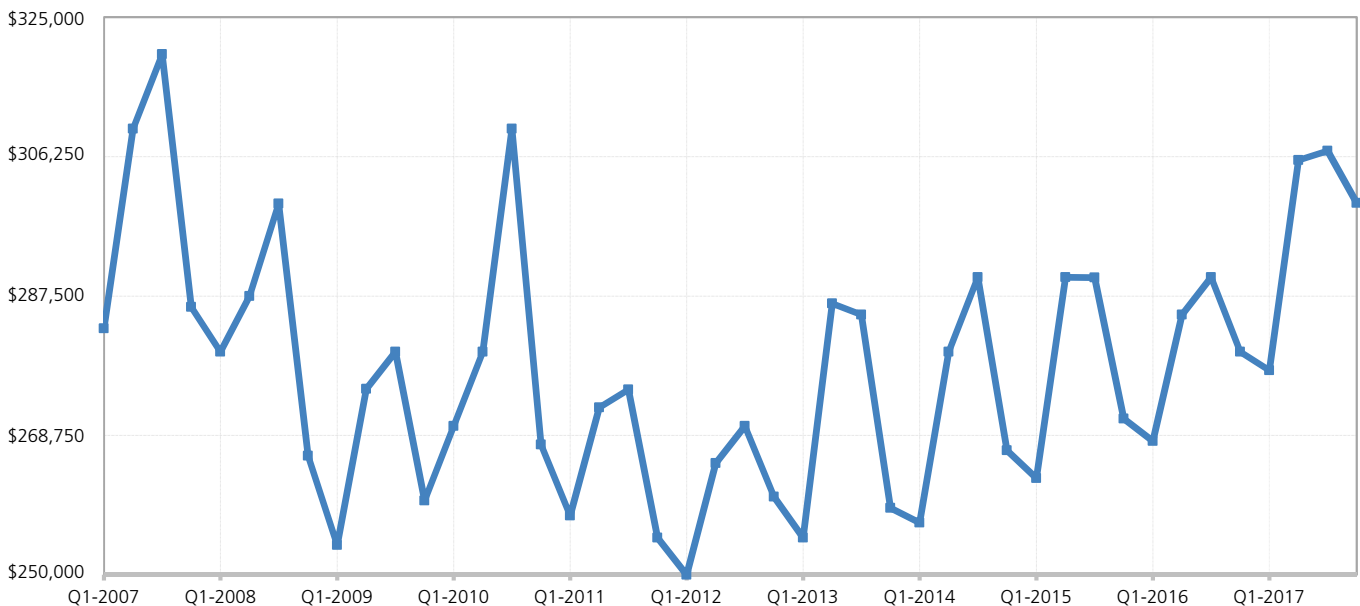
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$300,000	+ 7.1%
Avg. Sales Price	\$350,672	+ 4.7%
Pct. of Orig. Price Received	95.7%	+ 0.9%
Homes for Sale	1,708	- 25.4%
Closed Sales	1,833	- 2.7%
Months Supply	2.6	- 26.2%
Avg. Prop. Mktg. Period	59	- 25.3%

### Market Activity



### Historical Median Sales Price for Bucks County, PA



### Bucks County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
18036	\$345,000	↓ - 13.7%	85.1%	↓ - 0.9%	135	↓ - 30.8%	3	↓ - 66.7%
18039	\$393,000	--	87.4%	--	142	--	1	--
18041	\$307,000	↑ + 107.4%	94.5%	↑ + 3.6%	126	↑ + 13.5%	1	↓ - 94.1%
18054	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18055	\$218,500	↓ - 12.6%	97.2%	↑ + 1.3%	86	↑ + 50.9%	1	↓ - 66.7%
18073	\$522,500	↑ + 95.4%	85.9%	↓ - 11.3%	111	↑ + 11.0%	2	↓ - 95.2%
18077	\$325,000	↑ + 30.0%	98.3%	↑ + 1.3%	58	↑ + 7.4%	7	→ 0.0%
18081	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18901	\$395,000	→ 0.0%	95.6%	↑ + 1.9%	45	↓ - 48.9%	86	↓ - 1.1%
18902	\$467,500	↑ + 23.0%	95.8%	↓ - 0.1%	66	↓ - 22.4%	69	↓ - 16.9%
18910	\$0	--	0.0%	--	0	--	0	--
18911	\$0	--	0.0%	--	0	--	0	--
18912	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18913	\$555,000	↓ - 25.0%	97.5%	--	39	--	1	--
18914	\$310,000	↑ + 15.0%	97.2%	↑ + 2.2%	49	↓ - 2.0%	56	↑ + 12.0%
18916	\$0	--	0.0%	--	0	--	0	--
18917	\$273,500	↑ + 12.6%	92.6%	↑ + 0.4%	95	↑ + 31.9%	4	↓ - 20.0%
18920	\$648,180	↓ - 22.4%	93.3%	↑ + 3.1%	69	↓ - 26.6%	1	↓ - 50.0%
18921	\$0	--	0.0%	--	0	--	0	--
18922	\$0	--	0.0%	--	0	--	0	--
18923	\$388,000	↑ + 16.5%	93.7%	↑ + 6.1%	61	↓ - 54.5%	2	↓ - 50.0%
18925	\$415,000	↓ - 4.6%	93.4%	↓ - 1.3%	90	↑ + 13.9%	23	↑ + 4.5%
18926	\$0	--	0.0%	--	0	--	0	--
18927	\$195,000	↓ - 27.6%	95.2%	↑ + 18.9%	17	↓ - 94.9%	1	↓ - 50.0%
18928	\$0	--	0.0%	--	0	--	0	--
18929	\$445,750	↑ + 37.2%	98.6%	↑ + 7.2%	65	↓ - 46.7%	22	↑ + 46.7%
18930	\$375,000	↑ + 40.4%	97.2%	↑ + 20.0%	61	↓ - 48.7%	7	↑ + 40.0%
18931	\$0	--	0.0%	--	0	--	0	--
18932	\$232,000	↓ - 40.5%	93.2%	↑ + 2.8%	20	↓ - 73.7%	1	→ 0.0%
18933	\$560,000	--	94.1%	--	372	--	1	--
18934	\$375,000	↓ - 31.7%	81.4%	↓ - 11.0%	93	↓ - 13.9%	3	↑ + 200.0%
18935	\$0	--	0.0%	--	0	--	0	--
18938	\$620,500	↑ + 5.2%	94.1%	↑ + 2.8%	116	↓ - 23.7%	52	↑ + 2.0%
18940	\$382,750	↓ - 18.9%	96.9%	↑ + 0.3%	66	↓ - 20.5%	94	↓ - 15.3%
18942	\$419,900	↑ + 21.9%	91.9%	↑ + 3.7%	67	↓ - 29.5%	13	↑ + 8.3%
18943	\$545,000	↑ + 105.7%	92.7%	↑ + 6.7%	242	↑ + 1052.4%	2	→ 0.0%
18944	\$307,495	↑ + 16.3%	96.0%	→ 0.0%	65	↓ - 33.0%	98	↑ + 25.6%
18946	\$0	--	0.0%	--	0	--	0	--
18947	\$400,000	↑ + 8.5%	90.9%	↓ - 0.1%	68	↓ - 21.8%	23	↑ + 91.7%
18949	\$0	--	0.0%	--	0	--	0	--
18950	\$475,000	--	90.5%	--	83	--	1	--
18951	\$210,000	↓ - 3.9%	94.8%	↓ - 0.9%	63	↓ - 19.2%	96	↓ - 23.2%
18953	\$0	--	0.0%	--	0	--	0	--

### Bucks County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
18954	\$512,000	↑ + 31.3%	96.7%	↑ + 4.5%	37	↓ - 57.5%	25	↑ + 92.3%
18955	\$233,500	↑ + 179.6%	98.6%	↑ + 26.9%	32	↓ - 61.9%	3	→ 0.0%
18956	\$482,000	--	84.0%	--	25	--	2	--
18960	\$245,000	↓ - 7.5%	94.5%	↑ + 0.2%	59	↓ - 37.9%	35	↓ - 31.4%
18962	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18963	\$0	--	0.0%	--	0	--	0	--
18964	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18966	\$330,000	↑ + 8.2%	95.5%	↓ - 0.4%	50	↓ - 7.4%	95	↓ - 17.4%
18968	\$0	--	0.0%	--	0	--	0	--
18969	\$159,125	↓ - 26.7%	95.7%	↑ + 0.3%	43	↓ - 51.1%	8	↓ - 76.5%
18970	\$0	--	0.0%	--	0	--	0	--
18972	\$310,000	↑ + 13.9%	90.7%	↓ - 2.1%	90	↓ - 25.6%	13	↓ - 18.8%
18974	\$299,950	↑ + 0.8%	97.0%	↑ + 1.9%	53	↓ - 5.4%	132	→ 0.0%
18976	\$367,774	↑ + 0.1%	96.1%	↓ - 1.2%	65	↓ - 29.3%	84	↑ + 7.7%
18977	\$490,000	↑ + 12.6%	99.4%	↑ + 8.0%	29	↓ - 71.3%	15	↑ + 36.4%
18980	\$0	--	0.0%	--	0	--	0	--
18981	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
18991	\$0	--	0.0%	--	0	--	0	--
19006	\$312,250	↓ - 16.7%	93.4%	↑ + 1.4%	99	↓ - 26.1%	4	↓ - 94.2%
19007	\$155,000	↑ + 10.8%	94.9%	↑ + 0.9%	50	↓ - 37.5%	59	↑ + 11.3%
19020	\$245,000	↑ + 2.1%	96.7%	↑ + 1.8%	43	↓ - 41.9%	109	↓ - 14.2%
19021	\$184,250	↑ + 8.4%	98.4%	↑ + 7.8%	40	↓ - 49.4%	32	↓ - 3.0%
19030	\$260,000	↑ + 13.5%	95.4%	↑ + 1.5%	49	↓ - 41.0%	27	↓ - 15.6%
19040	\$255,000	↓ - 3.4%	89.8%	↓ - 7.5%	88	↑ + 79.6%	1	↓ - 98.2%
19047	\$315,000	↑ + 3.3%	95.8%	↑ + 2.0%	49	↓ - 21.0%	85	↑ + 2.4%
19048	\$0	--	0.0%	--	0	--	0	--
19049	\$0	--	0.0%	--	0	--	0	--
19053	\$297,450	↓ - 0.8%	95.8%	↓ - 1.5%	45	↓ - 28.6%	64	↑ + 4.9%
19054	\$249,900	↑ + 11.2%	96.8%	↓ - 1.1%	41	↓ - 12.8%	47	↑ + 6.8%
19055	\$222,400	↑ + 20.2%	96.3%	↑ + 0.9%	59	↓ - 4.8%	52	→ 0.0%
19056	\$245,000	↑ + 2.1%	96.6%	↑ + 1.6%	44	↓ - 21.4%	36	↑ + 9.1%
19057	\$194,500	↓ - 8.4%	95.3%	↑ + 1.5%	57	↓ - 18.6%	59	↑ + 1.7%
19058	\$0	--	0.0%	--	0	--	0	--
19067	\$334,900	↑ + 12.8%	94.6%	↓ - 0.2%	77	↓ - 4.9%	173	↑ + 4.2%
19440	\$401,000	↑ + 29.4%	88.6%	↓ - 10.4%	99	↑ + 52.3%	2	↓ - 97.0%
19454	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%

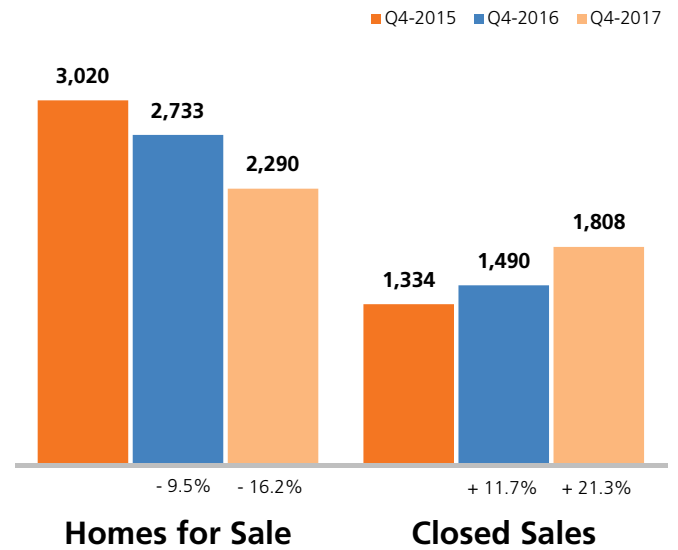


## Burlington County, NJ

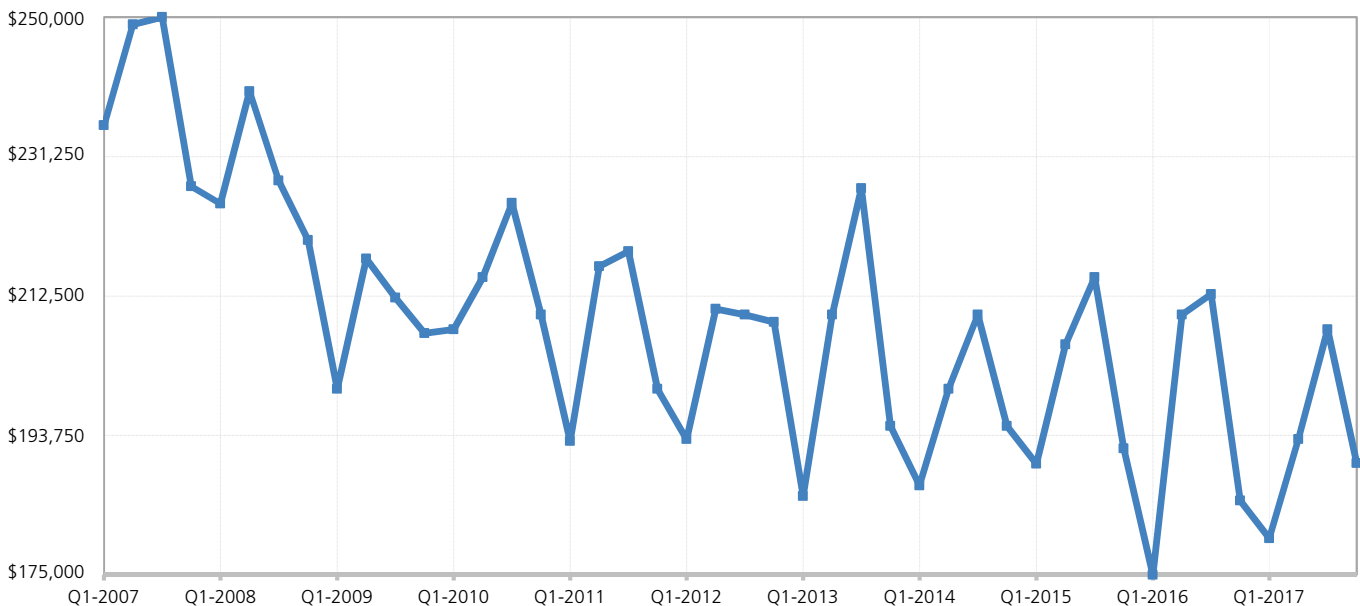
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$190,000	+ 2.7%
Avg. Sales Price	\$227,129	+ 1.3%
Pct. of Orig. Price Received	94.0%	+ 1.5%
Homes for Sale	2,290	- 16.2%
Closed Sales	1,808	+ 21.3%
Months Supply	3.7	- 28.1%
Avg. Prop. Mktg. Period	78	- 19.8%

### Market Activity



### Historical Median Sales Price for Burlington County, NJ



## Burlington County, NJ ZIP Codes

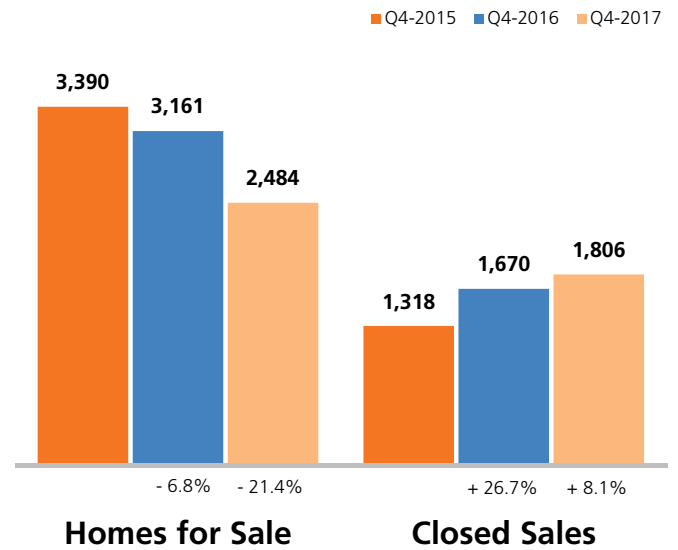
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
08010	\$110,533	↓ -5.3%	94.3%	↑ +4.2%	87	↓ -26.3%	60	↑ +87.5%
08011	\$0	--	0.0%	--	0	--	0	--
08015	\$135,000	↑ +11.1%	93.7%	↑ +3.0%	60	↓ -52.8%	83	↓ -4.6%
08016	\$185,000	↓ -3.4%	92.5%	↑ +1.5%	93	↑ +1.1%	128	↑ +29.3%
08019	\$167,450	↑ +15.5%	95.7%	↑ +6.6%	427	↑ +98.6%	1	↓ -66.7%
08022	\$222,500	↓ -5.5%	95.6%	↑ +1.5%	76	↓ -24.0%	44	↓ -4.3%
08036	\$244,000	↑ +1.7%	96.1%	↑ +4.2%	80	↑ +33.3%	22	↓ -18.5%
08041	\$288,250	↑ +82.4%	95.4%	↑ +9.5%	17	↓ -81.3%	2	↓ -33.3%
08042	\$0	--	0.0%	--	0	--	0	--
08046	\$132,750	↑ +12.5%	96.8%	↑ +3.9%	64	↓ -30.4%	178	↑ +44.7%
08048	\$250,000	↑ +3.4%	91.1%	↓ -3.7%	103	↓ -6.4%	33	↓ -21.4%
08052	\$145,000	↓ -7.1%	93.8%	↑ +0.5%	84	↓ -1.2%	63	↑ +3.3%
08053	\$236,500	↑ +5.1%	95.2%	↑ +2.7%	70	↓ -15.7%	183	↑ +21.2%
08054	\$211,000	↑ +7.7%	94.7%	--	72	--	222	--
08055	\$323,500	↓ -8.9%	94.0%	↑ +0.4%	66	↓ -29.0%	109	↓ -11.4%
08057	\$339,900	↓ -26.9%	92.7%	↓ -1.1%	90	↓ -21.7%	82	↑ +15.5%
08060	\$174,900	↑ +3.5%	92.2%	↓ -0.2%	78	↓ -12.4%	79	↑ +12.9%
08064	\$0	--	0.0%	--	0	--	0	--
08065	\$115,000	↓ -12.9%	91.0%	↓ -0.7%	104	↓ -14.8%	45	↑ +9.8%
08068	\$190,000	↑ +8.0%	92.4%	↓ -0.1%	75	↓ -51.6%	20	↑ +33.3%
08073	\$0	--	0.0%	--	0	--	0	--
08075	\$193,500	↑ +22.9%	93.6%	↑ +2.7%	86	↓ -7.5%	120	↑ +30.4%
08076	\$0	--	0.0%	--	0	--	0	--
08077	\$244,700	↓ -4.0%	93.8%	↑ +1.2%	69	↓ -36.7%	76	↑ +72.7%
08087	\$100,000	↑ +62.1%	100.0%	↑ +32.3%	36	↓ -86.6%	1	→ 0.0%
08088	\$215,000	↑ +25.4%	92.5%	↓ -0.3%	87	→ 0.0%	106	↑ +39.5%
08215	\$39,900	--	80.0%	--	41	--	1	--
08224	\$0	--	0.0%	--	0	--	0	--
08501	\$0	--	0.0%	--	0	--	0	--
08505	\$234,000	↑ +4.9%	94.7%	↑ +3.6%	52	↓ -55.2%	61	↑ +17.3%
08511	\$198,000	↑ +18.9%	101.5%	↑ +37.0%	17	↓ -81.9%	1	↓ -50.0%
08515	\$430,072	↑ +28.4%	97.0%	↑ +5.9%	139	↑ +11.2%	30	↑ +130.8%
08518	\$168,950	↑ +7.3%	90.8%	↓ -1.2%	110	↓ -17.3%	20	↑ +17.6%
08554	\$135,000	↑ +17.4%	92.4%	↑ +2.2%	79	↓ -40.2%	26	↑ +116.7%
08562	\$299,450	↓ -7.9%	94.5%	↑ +10.4%	93	↓ -47.8%	6	↓ -33.3%
08620	\$296,250	↑ +18.5%	95.2%	↑ +0.5%	71	↓ -32.4%	4	↓ -81.0%
08640	\$0	--	0.0%	--	0	--	0	--
08641	\$0	--	0.0%	--	0	--	0	--

## Camden County, NJ

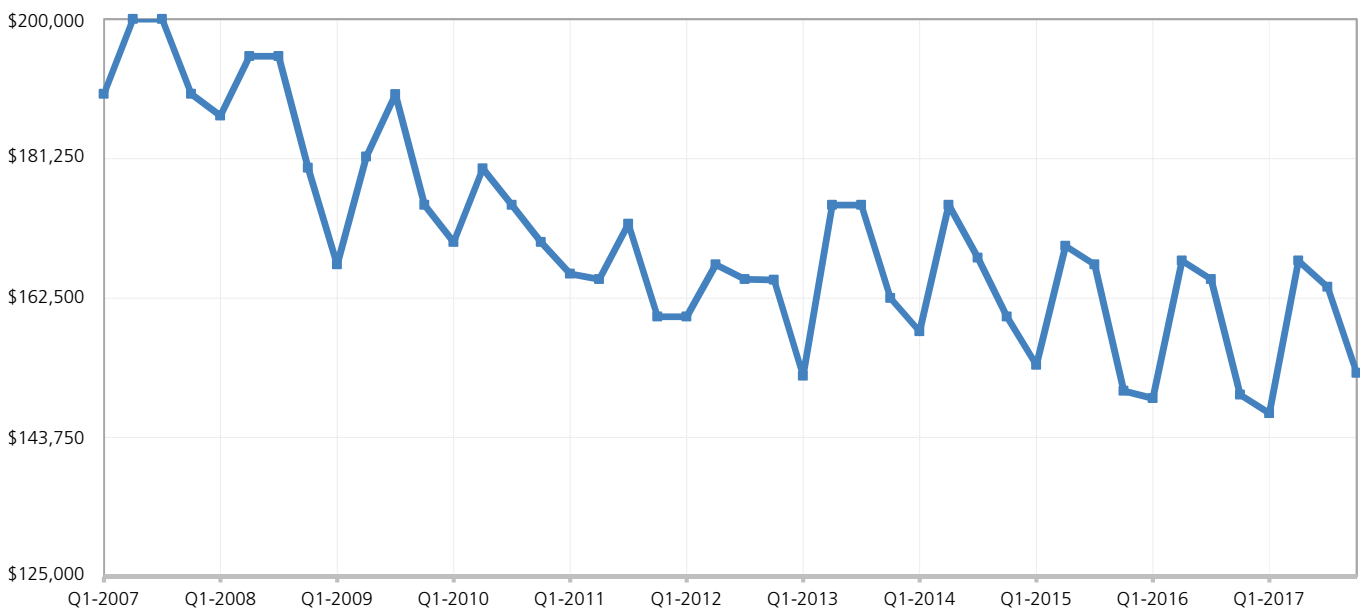
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$152,400	+ 1.9%
Avg. Sales Price	\$166,049	- 1.9%
Pct. of Orig. Price Received	92.8%	+ 1.1%
Homes for Sale	2,484	- 21.4%
Closed Sales	1,806	+ 8.1%
Months Supply	3.9	- 32.0%
Avg. Prop. Mktg. Period	80	- 19.2%

### Market Activity



### Historical Median Sales Price for Camden County, NJ



### Camden County, NJ ZIP Codes

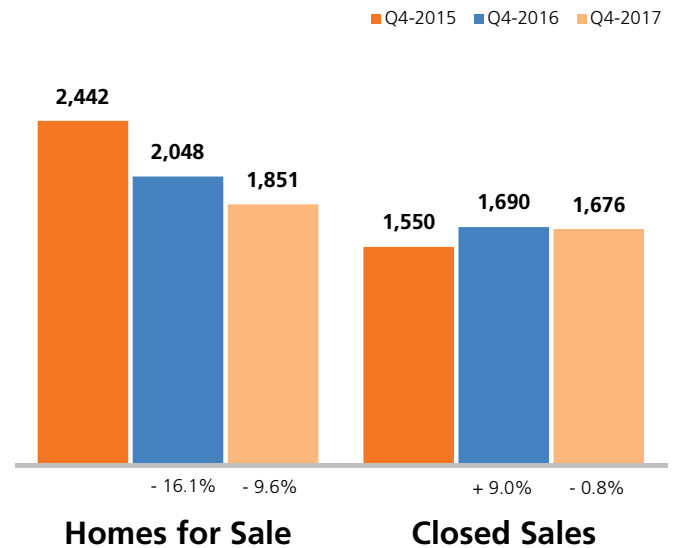
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
08002	\$202,500	↓ - 7.1%	91.9%	↓ - 1.6%	66	↓ - 24.1%	72	↓ - 13.3%
08003	\$264,000	↓ - 0.4%	92.6%	↓ - 1.1%	89	↑ + 1.1%	92	↓ - 10.7%
08004	\$149,250	↑ + 7.4%	91.0%	↓ - 1.1%	84	↓ - 17.6%	58	↑ + 31.8%
08007	\$155,200	↑ + 35.1%	91.2%	↑ + 4.1%	70	↓ - 44.4%	20	↓ - 13.0%
08009	\$187,000	↓ - 13.0%	89.5%	↓ - 2.1%	88	↓ - 24.1%	55	↑ + 22.2%
08012	\$157,000	↓ - 6.0%	93.1%	↑ + 1.3%	77	↓ - 13.5%	96	↓ - 19.3%
08018	\$60,000	↓ - 75.0%	0.0%	↓ - 100.0%	186	↑ + 745.5%	1	→ 0.0%
08021	\$99,900	↑ + 45.8%	93.2%	↑ + 5.8%	79	↓ - 26.2%	164	↑ + 10.1%
08026	\$200,000	↑ + 10.4%	81.6%	↓ - 11.7%	117	↓ - 14.6%	3	↓ - 75.0%
08029	\$125,000	↓ - 13.5%	88.4%	↓ - 1.8%	63	↓ - 44.2%	25	↑ + 4.2%
08030	\$50,450	↓ - 23.6%	88.4%	↓ - 2.8%	90	↓ - 10.0%	69	↑ + 68.3%
08031	\$132,000	↑ + 8.9%	92.7%	↑ + 5.2%	95	↓ - 17.4%	47	↓ - 2.1%
08033	\$365,000	↓ - 2.7%	95.0%	↑ + 1.4%	82	↓ - 28.7%	45	↓ - 32.8%
08034	\$238,000	↑ + 5.8%	95.6%	--	60	--	70	--
08035	\$231,250	↑ + 9.1%	94.9%	↑ + 1.5%	78	↓ - 26.4%	28	↑ + 21.7%
08037	\$176,250	↓ - 15.5%	86.1%	↓ - 7.5%	111	↓ - 29.7%	16	↑ + 45.5%
08043	\$235,000	↓ - 4.7%	94.1%	↑ + 2.4%	90	↓ - 18.2%	85	↓ - 24.1%
08045	\$84,900	↓ - 41.4%	94.8%	↓ - 1.0%	144	↑ + 67.4%	8	↑ + 14.3%
08049	\$136,400	↓ - 1.7%	93.3%	↑ + 2.5%	85	↓ - 16.7%	27	↑ + 3.8%
08059	\$134,350	↓ - 1.7%	92.3%	↑ + 3.1%	94	↑ + 22.1%	22	↑ + 10.0%
08078	\$130,000	↑ + 9.2%	90.8%	↑ + 0.7%	56	↓ - 53.3%	36	↑ + 12.5%
08081	\$154,900	↑ + 7.9%	94.4%	↑ + 0.6%	69	↓ - 25.0%	222	↑ + 14.4%
08083	\$142,000	↑ + 8.4%	95.0%	↑ + 6.3%	92	↓ - 7.1%	41	↑ + 17.1%
08084	\$155,000	↑ + 14.8%	93.0%	↑ + 4.5%	75	↑ + 8.7%	21	↑ + 10.5%
08089	\$136,900	↓ - 19.5%	89.3%	↓ - 6.2%	73	↓ - 28.4%	18	↑ + 28.6%
08091	\$196,750	↑ + 21.5%	99.8%	↑ + 6.2%	71	↓ - 11.3%	38	↑ + 40.7%
08095	\$143,000	↓ - 50.4%	86.7%	↓ - 6.9%	357	↑ + 158.7%	1	→ 0.0%
08099	\$0	--	0.0%	--	0	--	0	--
08101	\$0	--	0.0%	--	0	--	0	--
08102	\$36,000	↓ - 57.5%	77.1%	↓ - 21.5%	41	↓ - 35.9%	4	→ 0.0%
08103	\$26,257	↓ - 55.6%	91.0%	↑ + 9.5%	68	↓ - 58.0%	26	↓ - 13.3%
08104	\$20,500	↓ - 13.0%	88.4%	↓ - 3.8%	110	↑ + 52.8%	44	→ 0.0%
08105	\$40,208	↓ - 4.3%	93.7%	↑ + 1.8%	88	↑ + 29.4%	38	↑ + 100.0%
08106	\$180,500	↑ + 0.3%	94.4%	↑ + 4.1%	63	↓ - 36.4%	34	↓ - 2.9%
08107	\$152,500	↑ + 26.0%	91.4%	↑ + 2.7%	77	↓ - 40.8%	48	↑ + 6.7%
08108	\$237,000	↑ + 11.9%	93.7%	↓ - 0.5%	79	↑ + 25.4%	67	↑ + 19.6%
08109	\$156,000	↑ + 4.0%	93.1%	↑ + 0.5%	82	↓ - 25.5%	99	↑ + 30.3%
08110	\$83,000	↑ + 1.2%	92.2%	↓ - 2.4%	77	↑ + 8.5%	66	↑ + 26.9%

## Chester County, PA

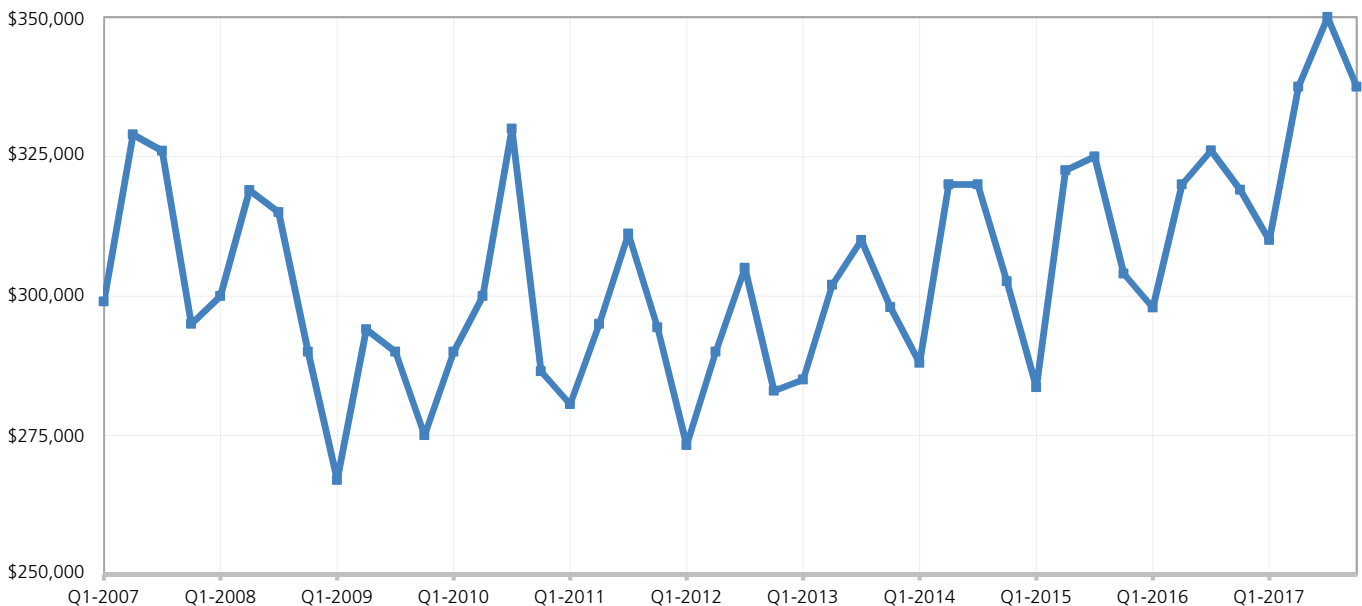
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$337,500	+ 5.8%
Avg. Sales Price	\$385,144	+ 6.0%
Pct. of Orig. Price Received	96.3%	+ 0.5%
Homes for Sale	1,851	- 9.6%
Closed Sales	1,676	- 0.8%
Months Supply	3.1	- 12.2%
Avg. Prop. Mktg. Period	65	- 13.0%

### Market Activity



### Historical Median Sales Price for Chester County, PA



### Chester County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
17527	\$287,500	--	96.7%	--	20	--	2	--
19073	\$378,000	↓ - 12.0%	92.5%	↓ - 1.9%	61	↓ - 43.5%	14	↓ - 79.4%
19087	\$395,000	↓ - 13.2%	95.5%	↑ + 0.8%	53	↓ - 20.9%	57	↓ - 49.1%
19301	\$347,500	↓ - 7.2%	96.7%	↑ + 0.2%	44	→ 0.0%	32	↑ + 60.0%
19310	\$200,000	↑ + 73.4%	95.8%	↑ + 9.7%	61	↓ - 12.9%	12	↑ + 200.0%
19311	\$361,750	↑ + 5.5%	96.7%	↑ + 4.5%	76	↓ - 47.9%	16	↓ - 11.1%
19312	\$682,500	↑ + 18.7%	94.2%	↑ + 1.5%	71	↓ - 13.4%	38	↓ - 2.6%
19316	\$0	--	0.0%	--	0	--	0	--
19317	\$440,000	↑ + 2.9%	94.6%	↑ + 0.4%	86	↓ - 18.9%	25	↓ - 30.6%
19318	\$0	--	0.0%	--	0	--	0	--
19319	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19320	\$189,900	↓ - 5.1%	94.1%	↑ + 0.2%	75	↓ - 21.9%	167	↓ - 15.2%
19330	\$295,000	↓ - 11.8%	99.0%	↓ - 5.0%	76	↓ - 20.0%	25	↑ + 38.9%
19333	\$490,000	↑ + 85.6%	92.3%	--	52	--	23	--
19335	\$315,000	↑ + 1.6%	97.7%	↑ + 1.0%	45	↓ - 23.7%	201	↑ + 14.2%
19341	\$402,000	↑ + 10.1%	99.4%	↑ + 3.9%	25	↓ - 58.3%	36	↑ + 9.1%
19342	\$900,000	↑ + 174.2%	97.3%	↑ + 3.0%	6	↓ - 93.4%	1	↓ - 98.4%
19343	\$376,000	↓ - 16.4%	93.3%	↓ - 2.0%	110	↑ + 42.9%	17	↑ + 30.8%
19344	\$289,000	↑ + 10.1%	95.6%	↑ + 0.2%	96	↑ + 3.2%	20	↑ + 11.1%
19345	\$0	--	0.0%	--	0	--	0	--
19346	\$0	--	0.0%	--	0	--	0	--
19347	\$0	--	0.0%	--	0	--	0	--
19348	\$377,000	↑ + 6.2%	99.0%	↑ + 5.0%	47	↓ - 46.6%	74	↑ + 7.2%
19350	\$385,000	↓ - 3.1%	92.9%	↓ - 2.3%	105	↑ + 4.0%	37	→ 0.0%
19351	\$0	--	0.0%	--	0	--	0	--
19352	\$407,500	↑ + 18.5%	97.5%	↓ - 0.1%	90	↓ - 7.2%	16	↓ - 48.4%
19353	\$0	--	0.0%	--	0	--	0	--
19354	\$0	--	0.0%	--	0	--	0	--
19355	\$512,022	↓ - 2.4%	98.9%	↓ - 1.3%	76	↑ + 18.8%	120	↓ - 2.4%
19357	\$0	--	0.0%	--	0	--	0	--
19358	\$0	--	0.0%	--	0	--	0	--
19360	\$0	--	0.0%	--	0	--	0	--
19362	\$275,000	↑ + 42.6%	95.2%	↑ + 10.1%	298	↑ + 88.6%	1	↓ - 75.0%
19363	\$270,000	↑ + 17.4%	96.3%	↑ + 2.4%	85	↑ + 25.0%	38	↓ - 15.6%
19365	\$182,500	↑ + 14.1%	91.3%	↓ - 2.4%	102	↑ + 36.0%	30	↑ + 42.9%
19366	\$0	--	0.0%	--	0	--	0	--
19367	\$0	--	0.0%	--	0	--	0	--
19369	\$0	--	0.0%	--	0	--	0	--
19371	\$0	--	0.0%	--	0	--	0	--
19372	\$250,000	↓ - 6.9%	95.9%	↑ + 1.1%	19	↓ - 5.0%	9	↑ + 28.6%
19374	\$268,900	↑ + 41.5%	100.0%	↑ + 39.5%	10	↓ - 94.3%	1	→ 0.0%
19375	\$0	--	0.0%	--	0	--	0	--
19376	\$0	--	0.0%	--	0	--	0	--

## Chester County, PA ZIP Codes Cont.

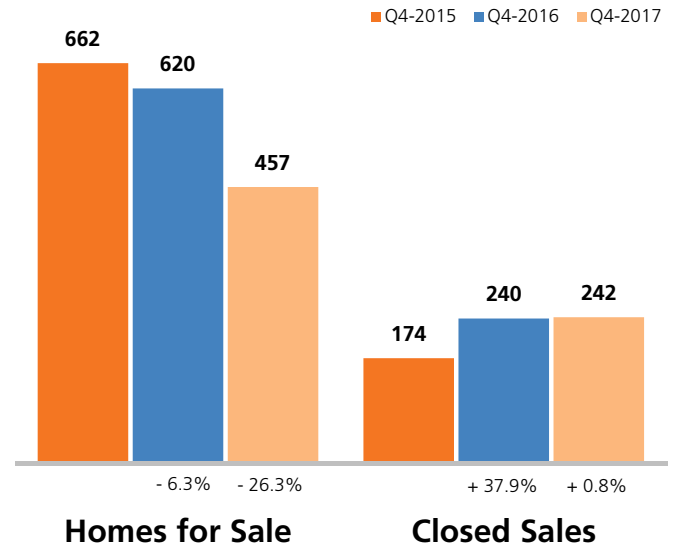
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19380	\$376,000	↑ + 10.1%	96.0%	↓ - 0.3%	45	↓ - 25.0%	169	↑ + 5.0%
19381	\$0	--	0.0%	--	0	--	0	--
19382	\$395,000	↑ + 9.7%	96.4%	↑ + 0.8%	70	↑ + 22.8%	171	↑ + 6.2%
19383	\$0	--	0.0%	--	0	--	0	--
19388	\$0	--	0.0%	--	0	--	0	--
19390	\$265,000	↓ - 4.2%	97.9%	↑ + 1.8%	51	↓ - 32.0%	41	↑ + 28.1%
19395	\$0	--	0.0%	--	0	--	0	--
19397	\$0	--	0.0%	--	0	--	0	--
19398	\$0	--	0.0%	--	0	--	0	--
19399	\$0	--	0.0%	--	0	--	0	--
19421	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19425	\$451,250	↑ + 2.6%	96.5%	↓ - 0.5%	78	↓ - 10.3%	68	↓ - 16.0%
19432	\$0	--	0.0%	--	0	--	0	--
19442	\$488,250	--	95.4%	--	131	--	1	--
19457	\$0	--	0.0%	--	0	--	0	--
19460	\$267,500	↓ - 0.9%	95.6%	↑ + 0.3%	63	→ 0.0%	116	↓ - 31.0%
19465	\$273,000	↑ + 12.6%	96.1%	↑ + 0.9%	68	↓ - 20.9%	47	↓ - 20.3%
19470	\$0	--	0.0%	--	0	--	0	--
19475	\$302,410	↑ + 2.2%	95.0%	↓ - 3.9%	67	↓ - 4.3%	25	↓ - 52.8%
19480	\$0	--	0.0%	--	0	--	0	--
19481	\$0	--	0.0%	--	0	--	0	--
19482	\$0	--	0.0%	--	0	--	0	--
19493	\$0	--	0.0%	--	0	--	0	--
19494	\$0	--	0.0%	--	0	--	0	--
19495	\$0	--	0.0%	--	0	--	0	--
19496	\$0	--	0.0%	--	0	--	0	--
19520	\$340,000	↑ + 29.1%	97.7%	↑ + 3.3%	103	↑ + 37.3%	23	↑ + 43.8%
19543	\$339,000	↑ + 47.4%	95.3%	↓ - 2.7%	143	↑ + 45.9%	3	↓ - 85.0%

## Cumberland County, NJ

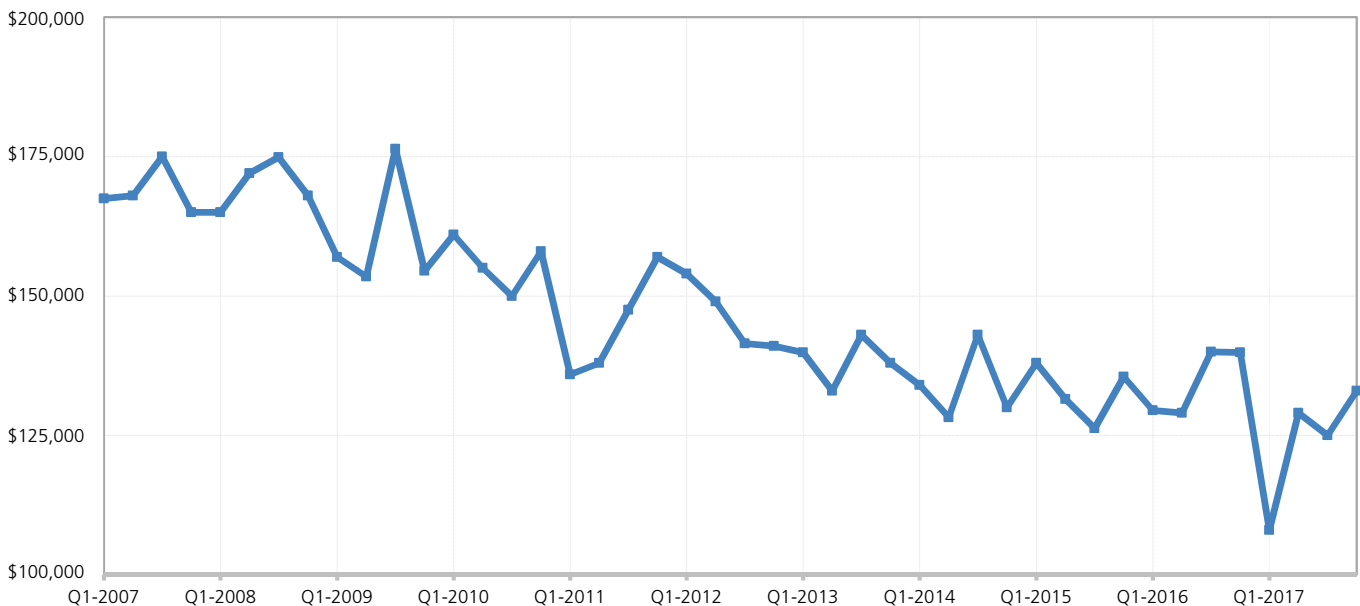
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$133,000	- 4.9%
Avg. Sales Price	\$135,738	+ 1.1%
Pct. of Orig. Price Received	91.8%	- 1.2%
Homes for Sale	457	- 26.3%
Closed Sales	242	+ 0.8%
Months Supply	5.5	- 31.2%
Avg. Prop. Mktg. Period	106	+ 2.2%

### Market Activity



### Historical Median Sales Price for Cumberland County, NJ





## Cumberland County, NJ ZIP Codes

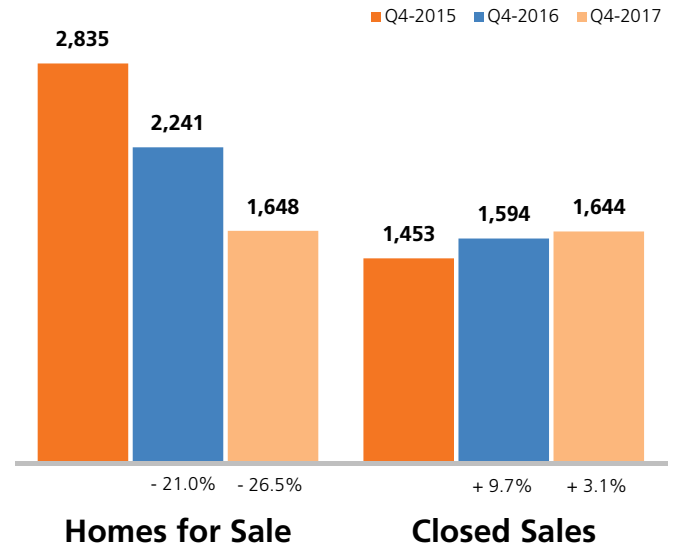
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
08302	\$120,000	↓ - 4.4%	89.7%	↓ - 1.2%	134	↑ + 17.5%	52	↓ - 33.3%
08311	\$199,500	↑ + 14.0%	94.1%	↓ - 0.4%	86	↓ - 8.5%	2	↓ - 60.0%
08313	\$0	--	0.0%	--	0	--	0	--
08314	\$37,000	--	99.0%	--	80	--	3	--
08315	\$0	--	0.0%	--	0	--	0	--
08316	\$0	--	0.0%	--	0	--	0	--
08320	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08321	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08323	\$225,000	↑ + 136.8%	90.2%	--	94	↓ - 70.3%	3	↑ + 50.0%
08324	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08327	\$55,001	↓ - 65.6%	89.6%	↓ - 10.4%	40	↓ - 83.7%	3	↑ + 200.0%
08329	\$11,900	↓ - 94.6%	95.2%	↑ + 27.6%	4	--	1	→ 0.0%
08332	\$110,000	↓ - 15.4%	92.2%	↓ - 0.1%	119	↑ + 5.3%	59	↑ + 1.7%
08344	\$0	↓ - 100.0%	0.0%	--	0	--	0	--
08345	\$158,000	↓ - 18.3%	98.8%	↑ + 13.2%	12	↓ - 81.8%	1	↓ - 50.0%
08348	\$0	--	0.0%	--	0	--	0	--
08349	\$28,000	↑ + 14.6%	95.7%	↑ + 3.3%	118	↑ + 594.1%	3	↑ + 200.0%
08352	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08353	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08360	\$128,000	↓ - 8.5%	92.4%	↓ - 2.8%	83	↓ - 2.4%	62	↑ + 8.8%
08361	\$187,000	↓ - 2.9%	92.5%	↓ - 1.9%	104	↑ + 9.5%	52	↑ + 52.9%
08362	\$0	--	0.0%	--	0	--	0	--

## Delaware County, PA

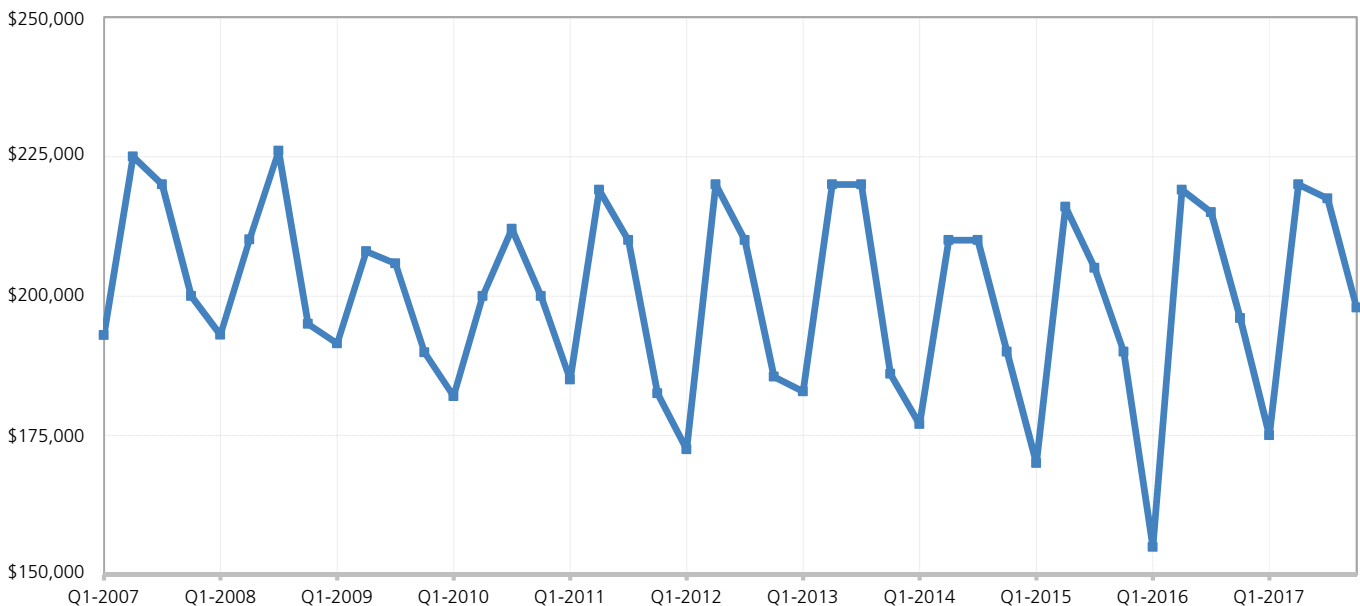
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$197,900	+ 1.0%
Avg. Sales Price	\$263,657	+ 2.4%
Pct. of Orig. Price Received	94.0%	+ 0.6%
Homes for Sale	1,648	- 26.5%
Closed Sales	1,644	+ 3.1%
Months Supply	2.8	- 30.0%
Avg. Prop. Mktg. Period	68	- 17.4%

### Market Activity



### Historical Median Sales Price for Delaware County, PA



## Delaware County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19003	\$255,000	↓ -14.7%	97.0%	↑ +4.5%	43	↓ -40.3%	21	↓ -52.3%
19008	\$335,500	↓ -4.1%	95.7%	↑ +0.4%	42	↓ -17.6%	44	↓ -22.8%
19010	\$478,000	↓ -20.3%	96.2%	↑ +4.1%	51	↓ -40.7%	33	↓ -42.1%
19013	\$38,888	↑ +41.4%	89.6%	↑ +5.3%	62	↓ -27.1%	63	↑ +53.7%
19014	\$227,500	↑ +17.3%	95.3%	↑ +2.9%	61	↓ -18.7%	68	↑ +15.3%
19015	\$174,950	↑ +20.7%	95.3%	↑ +1.6%	49	↓ -33.8%	54	↓ -6.9%
19016	\$0	--	0.0%	--	0	--	0	--
19017	\$0	--	0.0%	--	0	--	0	--
19018	\$132,500	↑ +6.0%	92.7%	↓ -1.0%	79	↓ -17.7%	80	↑ +17.6%
19022	\$94,500	↑ +57.5%	89.3%	↓ -0.6%	81	↑ +14.1%	8	↓ -11.1%
19023	\$65,000	↑ +28.1%	91.8%	→ 0.0%	79	↓ -16.0%	47	↓ -7.8%
19026	\$145,000	↑ +3.6%	93.4%	↑ +2.0%	81	↓ -37.7%	113	↑ +27.0%
19028	\$0	--	0.0%	--	0	--	0	--
19029	\$119,200	↓ -11.7%	105.4%	--	45	--	8	--
19032	\$108,750	↑ +27.5%	94.3%	↑ +4.0%	81	↓ -16.5%	28	↓ -17.6%
19033	\$200,000	↓ -1.0%	94.9%	↑ +2.6%	63	↓ -33.7%	27	↑ +42.1%
19036	\$115,300	↑ +22.7%	91.8%	↓ -1.0%	75	↓ -25.0%	40	→ 0.0%
19037	\$0	--	0.0%	--	0	--	0	--
19039	\$0	--	0.0%	--	0	--	0	--
19041	\$762,500	↑ +0.8%	93.5%	↓ -11.0%	88	↓ -20.7%	15	↓ -16.7%
19043	\$149,900	↓ -16.0%	94.2%	↑ +0.3%	144	↑ +105.7%	11	↑ +10.0%
19050	\$129,000	↑ +3.3%	93.0%	↓ -1.6%	91	↑ +1.1%	109	↑ +43.4%
19052	\$0	--	0.0%	--	0	--	0	--
19060	\$603,300	↑ +29.7%	100.1%	↑ +1.5%	119	↑ +63.0%	16	↓ -23.8%
19061	\$161,000	↓ -4.5%	94.5%	↑ +2.9%	67	↓ -30.2%	82	↓ -10.9%
19063	\$382,447	↑ +7.7%	94.9%	↓ -0.1%	67	↓ -11.8%	106	↓ -9.4%
19064	\$305,000	↑ +5.2%	96.1%	↑ +2.0%	43	↓ -46.3%	65	↓ -8.5%
19065	\$0	--	0.0%	--	0	--	0	--
19070	\$188,000	↓ -18.2%	95.4%	↑ +1.2%	115	↑ +71.6%	21	→ 0.0%
19073	\$445,000	↑ +3.6%	93.9%	↓ -0.4%	90	↓ -16.7%	69	↑ +1.5%
19074	\$155,000	↑ +14.8%	94.1%	↓ -0.3%	47	↓ -28.8%	25	↑ +177.8%
19076	\$153,750	↑ +0.8%	93.9%	↓ -3.1%	107	↑ +50.7%	20	↑ +33.3%
19078	\$165,000	↑ +5.1%	94.3%	↓ -0.5%	78	↑ +41.8%	28	↓ -20.0%
19079	\$67,500	↓ -32.5%	85.0%	↓ -10.4%	70	↓ -35.8%	21	→ 0.0%
19080	\$0	--	0.0%	--	0	--	0	--
19081	\$179,700	↓ -20.1%	92.3%	↑ +0.8%	61	↓ -14.1%	34	↑ +25.9%
19082	\$90,750	↑ +33.5%	94.7%	↑ +4.0%	42	↓ -51.7%	77	↓ -6.1%
19083	\$305,000	↑ +8.3%	95.4%	↑ +1.1%	46	↓ -6.1%	102	↓ -17.7%
19085	\$734,000	↓ -24.1%	94.5%	↑ +2.8%	55	↓ -63.6%	14	↓ -50.0%
19086	\$336,500	↑ +37.4%	93.4%	↑ +2.1%	74	↓ -1.3%	41	↓ -18.0%
19087	\$526,500	↑ +15.7%	93.3%	↓ -1.5%	69	↑ +3.0%	38	↓ -66.1%
19088	\$0	--	0.0%	--	0	--	0	--
19089	\$0	--	0.0%	--	0	--	0	--

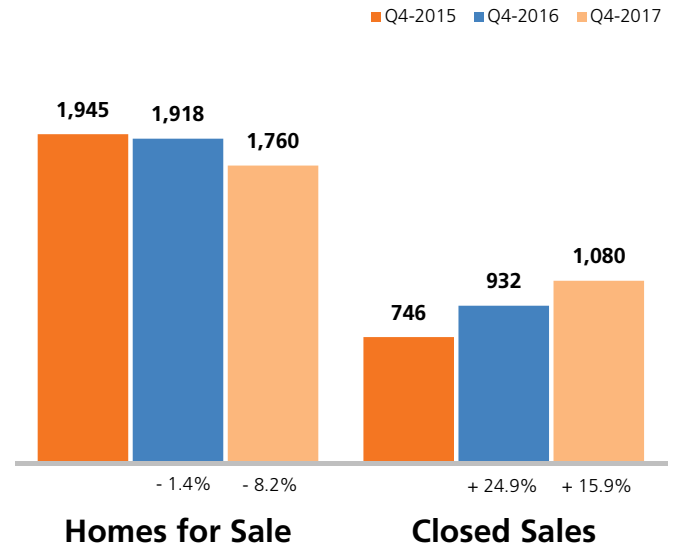
## Delaware County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19091	\$0	--	0.0%	--	0	--	0	--
19094	\$138,700	↑ + 9.9%	91.2%	↓ - 2.0%	52	↓ - 38.1%	16	→ 0.0%
19096	\$400,000	↓ - 2.0%	94.9%	↑ + 2.7%	14	↓ - 78.1%	3	↓ - 94.3%
19098	\$0	--	0.0%	--	0	--	0	--
19113	\$0	--	0.0%	--	0	--	0	--
19317	\$264,000	↓ - 38.2%	94.8%	↑ + 0.6%	59	↓ - 44.3%	21	↓ - 41.7%
19319	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19331	\$0	--	0.0%	--	0	--	0	--
19339	\$0	--	0.0%	--	0	--	0	--
19340	\$0	--	0.0%	--	0	--	0	--
19342	\$415,000	↑ + 26.4%	94.8%	↑ + 0.3%	57	↓ - 37.4%	67	↑ + 9.8%
19373	\$557,500	↓ - 7.9%	89.0%	↓ - 6.7%	25	↓ - 81.3%	4	↓ - 42.9%

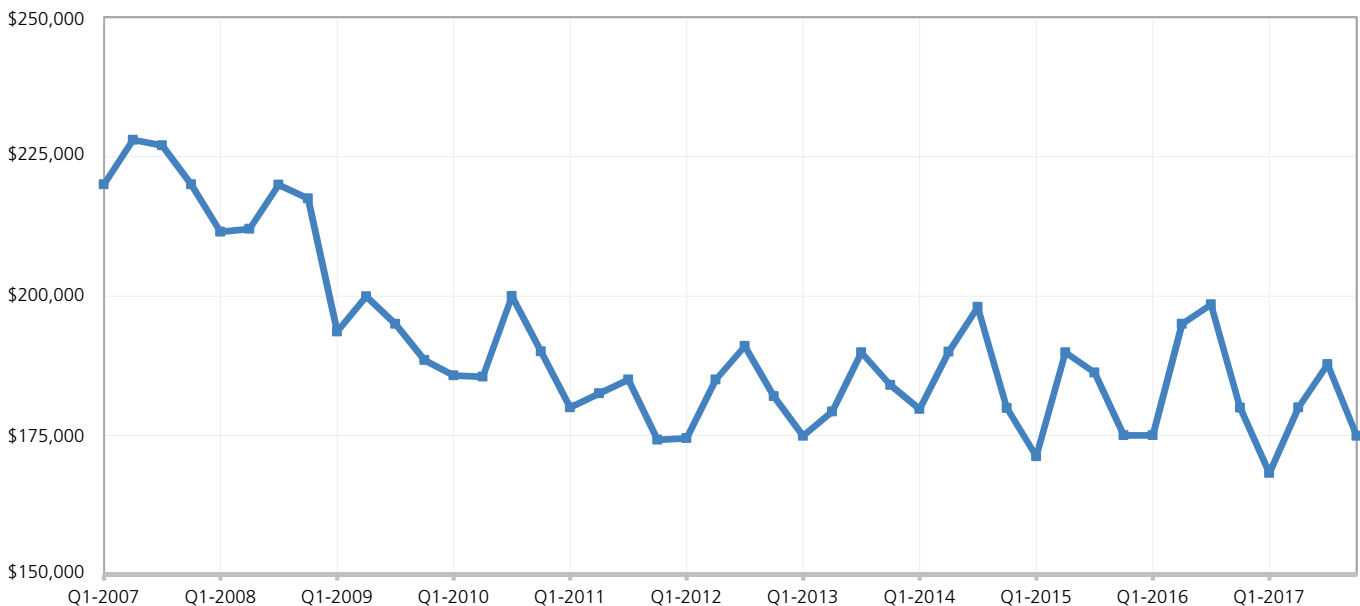
## Gloucester County, NJ

Key Metrics	Q4-2017	1-Yr Chg
Median Sales Price	\$174,900	- 2.8%
Avg. Sales Price	\$188,571	- 1.1%
Pct. of Orig. Price Received	93.3%	+ 1.3%
Homes for Sale	1,760	- 8.2%
Closed Sales	1,080	+ 15.9%
Months Supply	4.8	- 20.5%
Avg. Prop. Mktg. Period	89	- 17.7%

### Market Activity



### Historical Median Sales Price for Gloucester County, NJ



## Gloucester County, NJ ZIP Codes

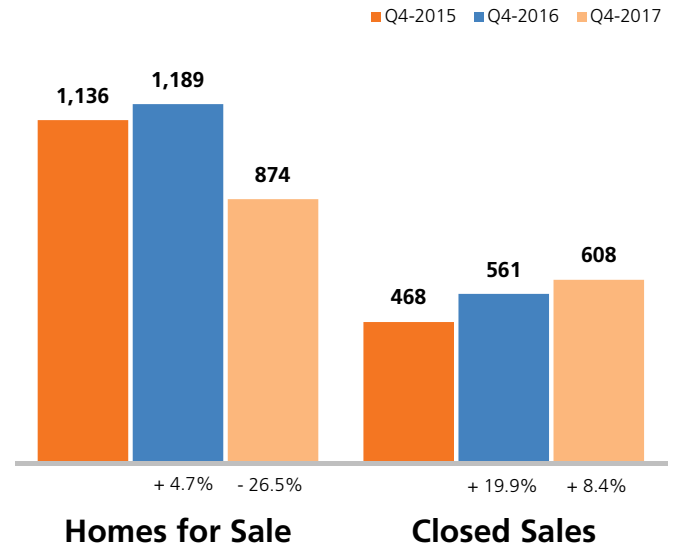
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
08012	\$180,000	↑ + 7.8%	91.8%	↓ - 0.1%	96	↑ + 7.9%	49	↓ - 58.8%
08014	\$87,750	↓ - 39.5%	66.1%	↓ - 34.9%	369	↑ + 2535.7%	2	↑ + 100.0%
08020	\$204,950	↓ - 21.2%	92.4%	↑ + 1.5%	102	↓ - 1.9%	8	↓ - 11.1%
08025	\$0	--	0.0%	--	0	--	0	--
08027	\$161,000	↑ + 24.8%	92.0%	↑ + 1.3%	125	↑ + 50.6%	17	↑ + 13.3%
08028	\$215,500	↑ + 15.2%	96.0%	↑ + 0.5%	85	↑ + 2.4%	70	↓ - 23.1%
08032	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08039	\$0	--	0.0%	--	0	--	0	--
08051	\$159,900	↑ + 21.1%	93.9%	↑ + 0.3%	92	↓ - 5.2%	47	↑ + 30.6%
08056	\$336,000	↑ + 23.3%	94.2%	↓ - 2.3%	66	↓ - 22.4%	14	↑ + 16.7%
08061	\$258,000	↓ - 2.6%	102.6%	↑ + 8.0%	52	↓ - 44.1%	9	↓ - 30.8%
08062	\$320,000	↓ - 1.5%	91.9%	↓ - 1.4%	126	↑ + 41.6%	51	↑ + 18.6%
08063	\$70,500	↓ - 28.1%	82.2%	↑ + 2.1%	128	↓ - 46.7%	15	↑ + 66.7%
08066	\$49,000	↓ - 33.0%	86.0%	--	93	--	30	--
08071	\$152,500	↑ + 8.0%	92.8%	↑ + 2.7%	79	↓ - 23.3%	39	↑ + 8.3%
08074	\$0	--	0.0%	--	0	--	0	--
08080	\$230,000	↑ + 15.0%	93.8%	↑ + 0.9%	80	↓ - 29.8%	143	↑ + 21.2%
08081	\$226,000	↑ + 57.4%	102.9%	↑ + 9.7%	52	↓ - 43.5%	5	↓ - 97.4%
08085	\$245,594	↓ - 9.9%	94.4%	↑ + 1.4%	96	↑ + 6.7%	76	↑ + 5.6%
08086	\$144,500	↓ - 1.4%	93.9%	↑ + 3.6%	136	↑ + 8.8%	24	↑ + 9.1%
08090	\$174,900	↓ - 3.3%	91.5%	↓ - 1.5%	119	↑ + 6.3%	30	→ 0.0%
08093	\$77,700	↓ - 8.6%	91.9%	→ 0.0%	140	↓ - 5.4%	47	↑ + 80.8%
08094	\$180,000	↑ + 2.6%	95.3%	↑ + 3.6%	62	↓ - 51.9%	155	↑ + 25.0%
08096	\$150,000	↓ - 5.7%	93.1%	↑ + 0.4%	69	↓ - 18.8%	137	↑ + 23.4%
08097	\$157,000	↑ + 4.7%	89.6%	↑ + 0.1%	92	↓ - 41.4%	20	↑ + 81.8%
08312	\$121,135	↓ - 10.9%	92.0%	↑ + 4.9%	97	↓ - 20.5%	44	↑ + 131.6%
08322	\$174,900	↓ - 1.7%	92.0%	↑ + 3.8%	94	↓ - 39.7%	20	↓ - 20.0%
08328	\$190,000	↑ + 2.7%	102.8%	↑ + 7.1%	7	↓ - 95.4%	1	↓ - 66.7%
08343	\$155,000	↓ - 43.6%	95.2%	↑ + 0.8%	66	↓ - 27.5%	9	↓ - 18.2%
08344	\$185,000	↑ + 72.9%	93.0%	↑ + 15.4%	110	↓ - 32.5%	12	↓ - 45.5%
08360	\$172,000	↑ + 22.9%	90.3%	↓ - 5.0%	70	↓ - 17.6%	4	↓ - 93.0%

## Kent County, DE

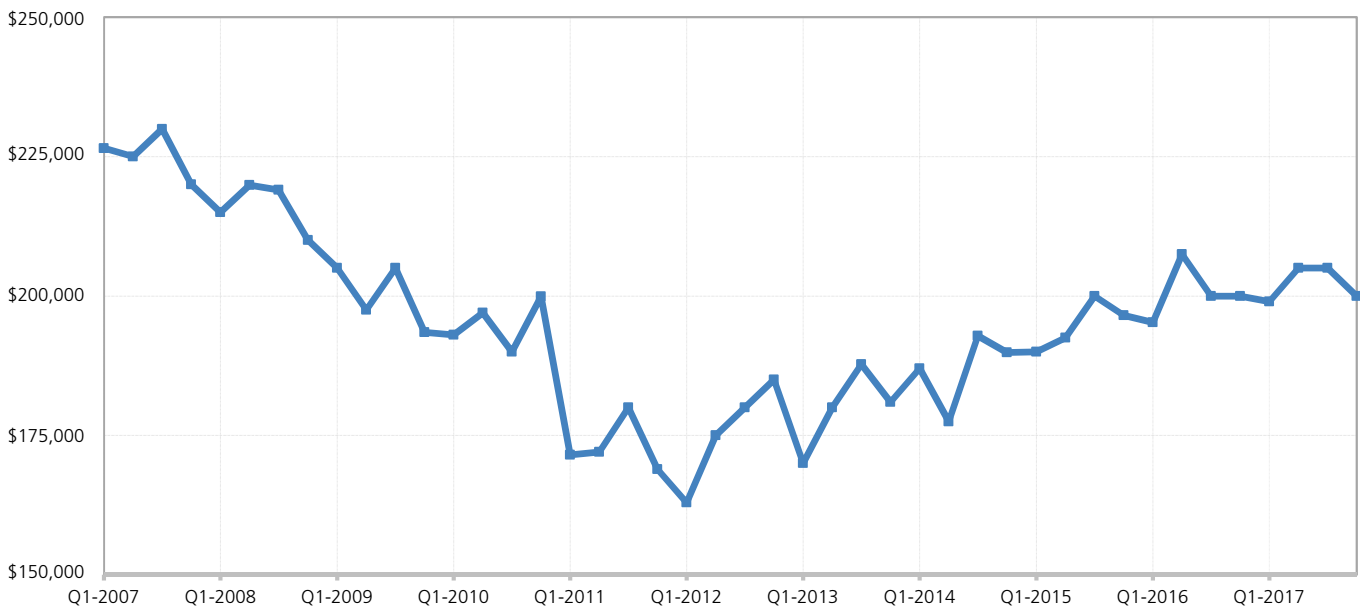
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$200,000	0.0%
Avg. Sales Price	\$201,917	+ 0.2%
Pct. of Orig. Price Received	95.0%	- 0.1%
Homes for Sale	874	- 26.5%
Closed Sales	608	+ 8.4%
Months Supply	4.5	- 36.7%
Avg. Prop. Mktg. Period	83	- 9.0%

### Market Activity



### Historical Median Sales Price for Kent County, DE



## Kent County, DE ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19901	\$162,500	↓ - 11.4%	93.5%	↓ - 1.4%	98	↑ + 19.5%	89	↓ - 20.5%
19902	\$0	--	0.0%	--	0	--	0	--
19903	\$0	--	0.0%	--	0	--	0	--
19904	\$186,450	↑ + 0.5%	95.1%	↑ + 0.5%	75	↓ - 23.5%	130	↑ + 18.2%
19905	\$0	--	0.0%	--	0	--	0	--
19906	\$0	--	0.0%	--	0	--	0	--
19934	\$197,580	↑ + 8.0%	95.1%	↑ + 0.1%	111	↑ + 18.1%	61	↑ + 10.9%
19936	\$138,000	--	95.2%	--	88	--	1	--
19938	\$238,000	↓ - 4.4%	97.3%	↑ + 0.1%	48	↓ - 5.9%	34	↑ + 17.2%
19943	\$218,450	↓ - 7.0%	97.9%	↑ + 0.5%	71	↓ - 21.1%	44	↑ + 4.8%
19946	\$213,221	↑ + 1.2%	92.7%	↓ - 5.8%	87	↓ - 14.7%	27	↑ + 50.0%
19950	\$245,000	↓ - 3.9%	90.8%	↓ - 9.4%	137	↑ + 136.2%	1	↓ - 83.3%
19952	\$165,000	↓ - 2.9%	92.3%	↑ + 0.8%	86	↓ - 8.5%	39	↑ + 34.5%
19953	\$176,500	↓ - 12.8%	92.0%	--	87	--	5	--
19954	\$137,250	↑ + 11.9%	91.8%	↓ - 2.5%	47	↓ - 24.2%	4	↓ - 33.3%
19955	\$199,000	↑ + 65.8%	102.1%	↑ + 8.8%	70	↓ - 76.4%	1	→ 0.0%
19961	\$170,000	↑ + 250.0%	87.2%	↓ - 6.6%	61	↑ + 45.2%	1	→ 0.0%
19962	\$256,000	↑ + 3.0%	97.4%	↑ + 0.1%	83	↓ - 32.0%	43	↑ + 10.3%
19963	\$160,000	↑ + 3.2%	90.4%	↑ + 4.4%	104	↓ - 1.9%	29	↑ + 70.6%
19964	\$148,000	↑ + 11.1%	92.5%	↓ - 2.9%	11	↓ - 76.6%	1	↓ - 75.0%
19977	\$226,950	↑ + 3.2%	96.7%	↑ + 0.9%	74	↓ - 15.9%	96	↑ + 9.1%
19979	\$204,000	↑ + 7.4%	97.7%	↑ + 10.1%	29	↓ - 76.0%	2	→ 0.0%
19980	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%

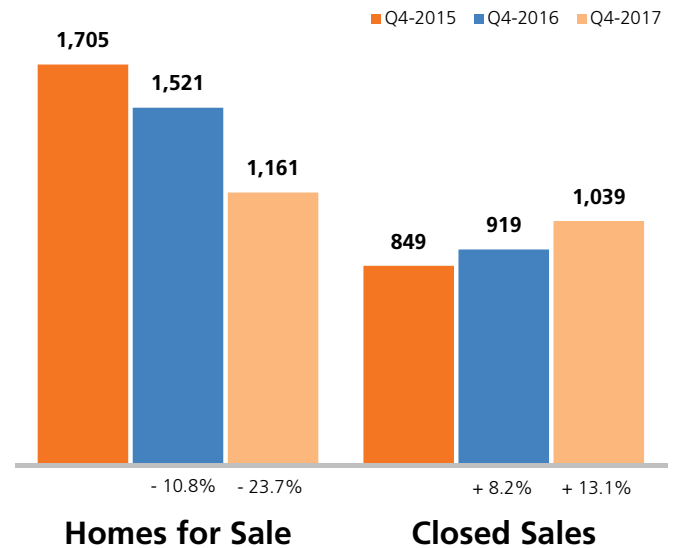


## Mercer County, NJ

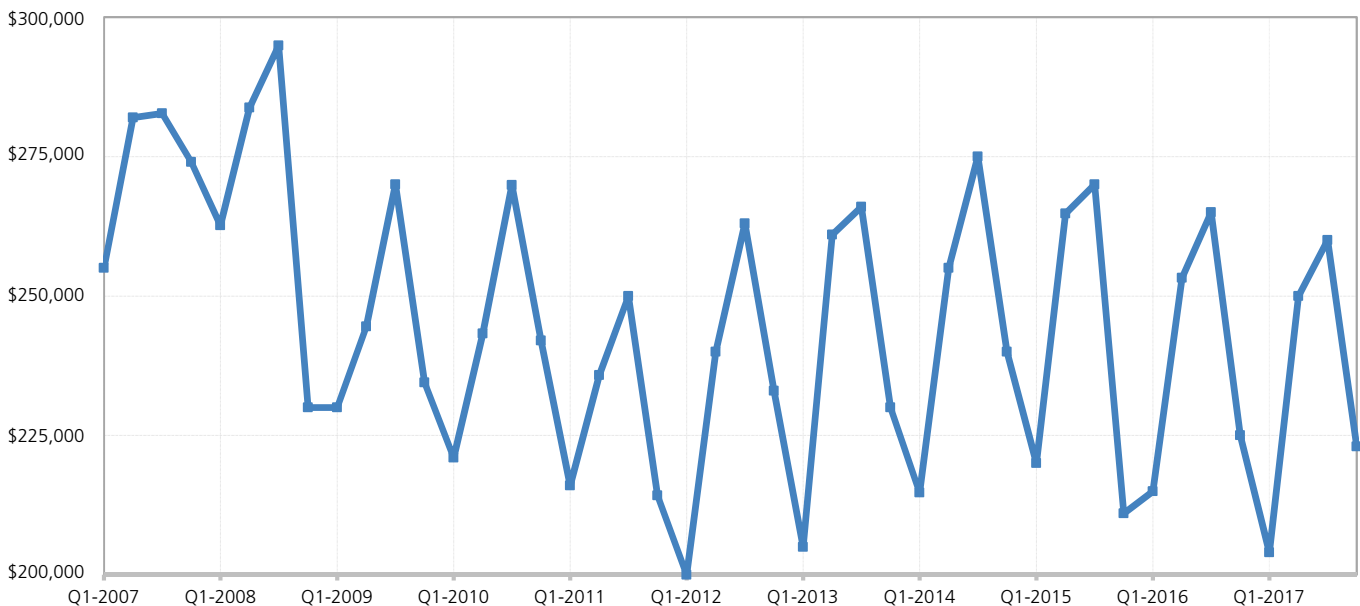
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$223,000	- 0.9%
Avg. Sales Price	\$297,917	- 5.3%
Pct. of Orig. Price Received	93.7%	+ 1.5%
Homes for Sale	1,161	- 23.7%
Closed Sales	1,039	+ 13.1%
Months Supply	3.1	- 30.0%
Avg. Prop. Mktg. Period	73	- 24.8%

### Market Activity



### Historical Median Sales Price for Mercer County, NJ



### Mercer County, NJ ZIP Codes

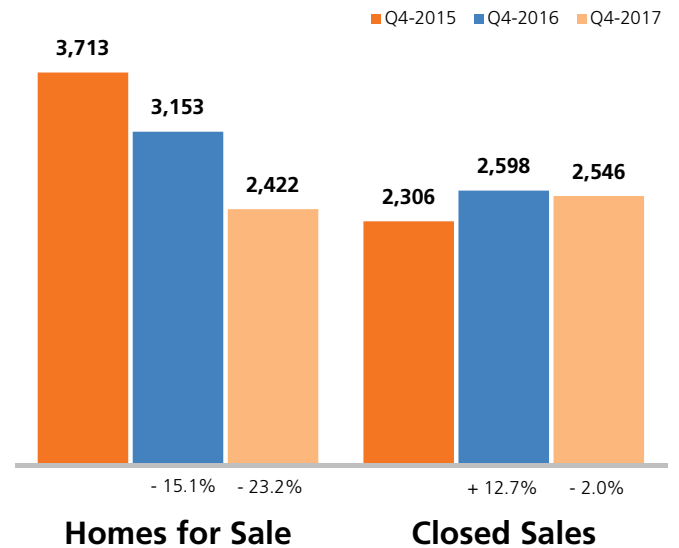
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
08501	\$285,000	--	93.0%	--	101	--	2	--
08512	\$135,000	↓ -35.4%	94.8%	↑ +3.2%	55	↑ +3.8%	11	↓ -31.3%
08520	\$239,950	↑ +7.1%	96.5%	↑ +3.1%	53	↓ -27.4%	88	↓ -9.3%
08525	\$429,750	↑ +22.8%	90.8%	↓ -3.0%	98	↓ -12.5%	10	↑ +42.9%
08530	\$875,000	↑ +4.7%	67.6%	↓ -31.3%	395	↑ +216.0%	1	→ 0.0%
08534	\$374,950	↓ -5.1%	96.7%	↑ +9.5%	89	↓ -34.6%	50	↑ +35.1%
08535	\$0	--	0.0%	--	0	--	0	--
08540	\$725,000	↓ -3.3%	93.9%	↓ -1.2%	99	↓ -4.8%	101	↓ -2.9%
08541	\$0	--	0.0%	--	0	--	0	--
08542	\$462,500	↓ -54.3%	95.2%	↓ -6.1%	75	↑ +41.5%	2	↓ -75.0%
08543	\$0	--	0.0%	--	0	--	0	--
08544	\$0	--	0.0%	--	0	--	0	--
08550	\$605,000	↑ +7.0%	96.1%	↑ +3.0%	70	↓ -23.9%	40	↑ +5.3%
08560	\$412,500	↑ +3.1%	92.2%	--	108	--	17	--
08561	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
08601	\$0	--	0.0%	--	0	--	0	--
08602	\$0	--	0.0%	--	0	--	0	--
08603	\$0	--	0.0%	--	0	--	0	--
08604	\$0	--	0.0%	--	0	--	0	--
08605	\$0	--	0.0%	--	0	--	0	--
08606	\$0	--	0.0%	--	0	--	0	--
08607	\$0	--	0.0%	--	0	--	0	--
08608	\$13,000	--	86.7%	--	11	--	1	--
08609	\$43,000	↑ +7.5%	90.1%	↑ +0.4%	58	↓ -6.5%	19	↑ +90.0%
08610	\$150,500	↑ +29.1%	96.6%	↑ +10.0%	63	↓ -37.6%	97	↑ +4.3%
08611	\$42,000	↑ +21.7%	87.8%	↑ +0.8%	64	↓ -31.2%	55	↑ +27.9%
08618	\$78,848	↓ -42.1%	87.4%	↓ -3.0%	74	↓ -37.8%	92	↑ +53.3%
08619	\$191,050	↓ -7.9%	93.2%	↓ -0.1%	86	↓ -7.5%	94	↑ +22.1%
08620	\$262,500	↑ +5.0%	94.8%	↑ +0.1%	58	↓ -44.8%	36	↑ +71.4%
08625	\$0	--	0.0%	--	0	--	0	--
08628	\$220,500	↑ +28.9%	94.4%	↑ +0.7%	76	↓ -26.9%	26	↓ -13.3%
08629	\$79,900	↑ +34.3%	96.1%	↑ +3.3%	48	↓ -35.1%	24	↑ +33.3%
08638	\$125,000	↑ +0.0%	94.0%	↑ +4.0%	63	↓ -44.7%	64	↑ +18.5%
08645	\$0	--	0.0%	--	0	--	0	--
08646	\$0	--	0.0%	--	0	--	0	--
08647	\$0	--	0.0%	--	0	--	0	--
08648	\$255,750	↑ +4.4%	93.8%	↑ +0.2%	74	↓ -14.0%	80	↑ +9.6%
08650	\$0	--	0.0%	--	0	--	0	--
08666	\$0	--	0.0%	--	0	--	0	--
08690	\$245,500	↑ +0.2%	94.8%	→ 0.0%	63	↓ -7.4%	59	↓ -3.3%
08691	\$293,000	↓ -19.7%	95.1%	↑ +0.6%	73	↓ -42.5%	69	↑ +13.1%
08695	\$0	--	0.0%	--	0	--	0	--

## Montgomery County, PA

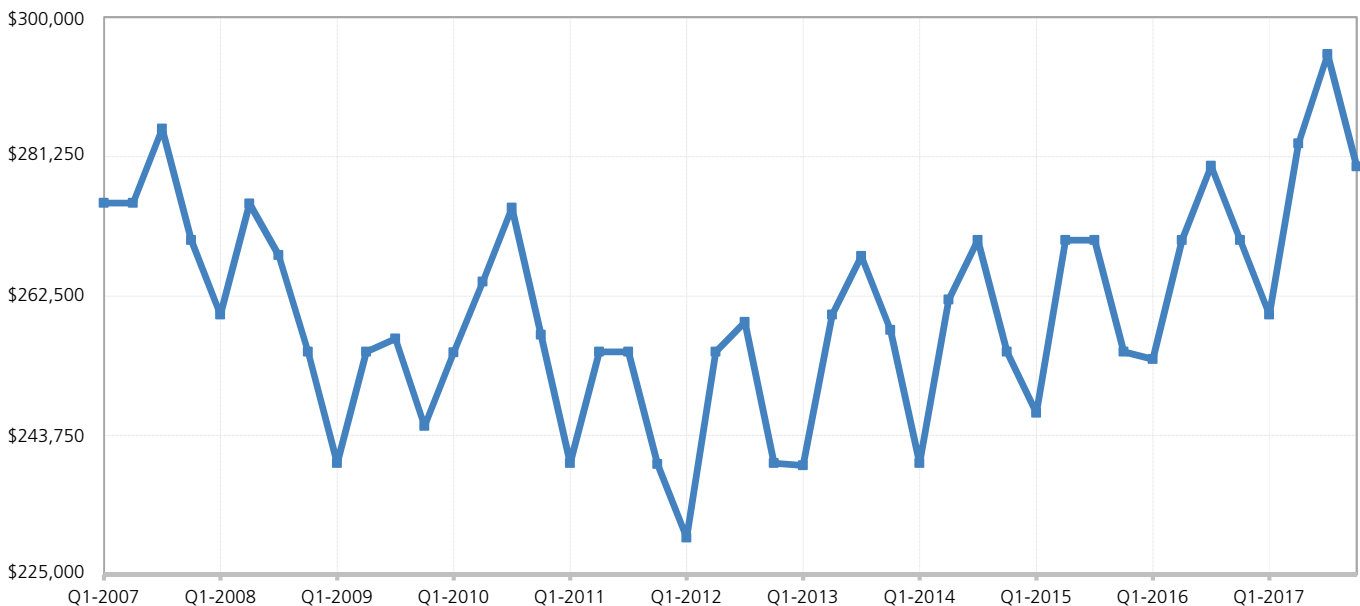
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$279,900	+ 3.7%
Avg. Sales Price	\$326,314	+ 2.1%
Pct. of Orig. Price Received	95.2%	+ 0.2%
Homes for Sale	2,422	- 23.2%
Closed Sales	2,546	- 2.0%
Months Supply	2.6	- 25.2%
Avg. Prop. Mktg. Period	59	- 25.1%

### Market Activity



### Historical Median Sales Price for Montgomery County, PA



## Montgomery County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
18041	\$144,500	↓ -2.4%	93.6%	↑ +2.6%	55	↓ -50.5%	18	↑ +5.9%
18054	\$289,900	↓ -3.4%	94.2%	↓ -2.5%	63	↓ -43.8%	11	↓ -15.4%
18070	\$220,000	→ 0.0%	100.0%	↑ +22.2%	63	↓ -69.9%	1	→ 0.0%
18073	\$224,500	↓ -16.1%	93.1%	↓ -3.8%	74	↓ -26.0%	24	↓ -42.9%
18074	\$189,000	↓ -37.8%	93.4%	↓ -3.6%	69	↑ +109.1%	23	↑ +130.0%
18076	\$200,000	↑ +0.9%	96.3%	↑ +2.9%	51	↓ -44.6%	10	↓ -16.7%
18084	\$0	--	0.0%	--	0	--	0	--
18915	\$389,435	↓ -2.6%	102.2%	↓ -2.0%	96	↓ -21.3%	16	↑ +6.7%
18918	\$0	--	0.0%	--	0	--	0	--
18924	\$0	--	0.0%	--	0	--	0	--
18932	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18936	\$202,000	--	87.9%	--	41	--	1	--
18957	\$0	--	0.0%	--	0	--	0	--
18958	\$395,000	--	102.6%	--	6	--	1	--
18964	\$262,000	↓ -1.3%	97.5%	↑ +1.5%	57	↓ -24.0%	43	↓ -10.4%
18969	\$250,000	↑ +15.2%	95.2%	↓ -0.2%	52	↓ -40.9%	39	↑ +14.7%
18971	\$0	--	0.0%	--	0	--	0	--
18979	\$0	--	0.0%	--	0	--	0	--
19001	\$232,500	↓ -9.2%	96.2%	↑ +0.2%	44	↓ -12.0%	56	↓ -3.4%
19002	\$382,500	↑ +14.5%	92.3%	↓ -1.1%	76	↑ +8.6%	91	↑ +8.3%
19003	\$385,000	↑ +28.8%	99.2%	↑ +6.9%	15	↓ -79.2%	19	↓ -56.8%
19004	\$360,000	↓ -22.2%	89.6%	↓ -1.6%	90	↑ +20.0%	29	↓ -12.1%
19006	\$365,000	↓ -2.7%	91.1%	↓ -1.1%	75	↓ -44.0%	50	↓ -27.5%
19009	\$0	--	0.0%	--	0	--	0	--
19010	\$680,493	↑ +13.4%	92.6%	↑ +0.2%	76	↓ -11.6%	26	↓ -54.4%
19012	\$150,450	↓ -18.7%	95.5%	↑ +1.1%	99	↑ +22.2%	18	↓ -5.3%
19025	\$410,500	↓ -17.9%	100.6%	↓ -5.5%	68	↓ -59.3%	11	↓ -70.3%
19027	\$215,000	↓ -11.3%	91.4%	↓ -0.3%	71	↓ -38.8%	69	↑ +9.5%
19031	\$314,000	↓ -15.4%	95.2%	↑ +2.8%	71	↓ -2.7%	7	↓ -22.2%
19034	\$550,000	↑ +2.8%	97.0%	↑ +6.9%	67	↑ +6.3%	21	↑ +75.0%
19035	\$729,000	↓ -30.6%	87.7%	↑ +1.4%	133	↓ -26.5%	9	↓ -35.7%
19038	\$280,000	↑ +9.3%	95.6%	↑ +2.1%	39	↓ -46.6%	87	↑ +8.7%
19040	\$269,750	↑ +2.2%	93.9%	↓ -3.3%	68	↑ +38.8%	46	↓ -19.3%
19041	\$515,000	↓ -31.9%	88.1%	↓ -16.1%	127	↑ +14.4%	15	↓ -16.7%
19044	\$241,250	↓ -4.3%	96.2%	↓ -0.6%	59	↑ +20.4%	32	↓ -25.6%
19046	\$308,000	↑ +10.0%	93.6%	↑ +1.2%	73	↑ +1.4%	59	↑ +3.5%
19066	\$487,250	↓ -26.1%	90.8%	↓ -0.3%	73	↓ -47.9%	18	↑ +38.5%
19072	\$542,000	↑ +20.4%	90.3%	↓ -1.4%	89	↑ +27.1%	32	↑ +39.1%
19075	\$332,450	↑ +10.4%	96.0%	↓ -1.7%	26	↓ -53.6%	16	→ 0.0%
19085	\$900,000	↓ -7.0%	87.6%	↓ -4.7%	140	↓ -7.3%	19	↓ -32.1%
19087	\$525,000	↑ +15.4%	92.1%	↓ -2.7%	78	↑ +16.4%	23	↓ -79.5%
19090	\$275,000	↑ +16.6%	97.9%	↑ +5.0%	33	↓ -48.4%	51	↓ -5.6%
19095	\$300,000	↑ +10.1%	99.0%	↑ +2.1%	66	↓ -1.5%	31	↓ -13.9%

### Montgomery County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19096	\$485,000	↑ + 18.9%	94.0%	↑ + 1.7%	72	↑ + 12.5%	49	↓ - 7.5%
19401	\$156,000	↑ + 41.8%	92.3%	↑ + 2.8%	63	↓ - 40.6%	100	↓ - 11.5%
19403	\$239,000	↑ + 4.3%	94.1%	↑ + 1.0%	74	↓ - 17.8%	142	↓ - 6.6%
19404	\$0	--	0.0%	--	0	--	0	--
19405	\$175,000	↑ + 16.7%	104.9%	↑ + 12.1%	20	↓ - 79.8%	9	↓ - 40.0%
19406	\$310,000	↑ + 24.0%	96.3%	↑ + 2.6%	34	↓ - 39.3%	73	↑ + 2.8%
19407	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19408	\$0	--	0.0%	--	0	--	0	--
19409	\$0	--	0.0%	--	0	--	0	--
19415	\$0	--	0.0%	--	0	--	0	--
19420	\$0	--	0.0%	--	0	--	0	--
19422	\$403,500	↑ + 2.0%	96.8%	↑ + 2.5%	86	↑ + 16.2%	54	↓ - 30.8%
19423	\$0	--	0.0%	--	0	--	0	--
19424	\$0	--	0.0%	--	0	--	0	--
19426	\$354,250	↑ + 1.2%	99.3%	↑ + 1.5%	44	↓ - 35.3%	124	↓ - 21.0%
19428	\$333,000	↑ + 5.4%	95.8%	→ 0.0%	43	↓ - 37.7%	69	↓ - 8.0%
19429	\$0	--	0.0%	--	0	--	0	--
19430	\$0	--	0.0%	--	0	--	0	--
19435	\$179,900	--	100.0%	--	15	--	1	--
19436	\$310,000	--	94.5%	--	18	--	1	--
19437	\$515,000	↓ - 54.2%	82.4%	↓ - 10.0%	339	↑ + 110.6%	1	↓ - 66.7%
19438	\$326,365	↑ + 4.6%	97.5%	↑ + 1.6%	39	↓ - 40.9%	71	↓ - 5.3%
19440	\$315,000	↑ + 1.6%	98.4%	↓ - 0.5%	56	↓ - 13.8%	45	↓ - 31.8%
19441	\$0	--	0.0%	--	0	--	0	--
19443	\$0	--	0.0%	--	0	--	0	--
19444	\$389,000	↑ + 11.9%	96.9%	↑ + 2.3%	50	↑ + 4.2%	24	↑ + 26.3%
19446	\$290,000	↑ + 9.6%	97.0%	↓ - 0.5%	54	↓ - 8.5%	193	↑ + 19.9%
19450	\$0	--	0.0%	--	0	--	0	--
19451	\$0	--	0.0%	--	0	--	0	--
19453	\$232,000	↑ + 81.3%	98.1%	↑ + 4.3%	13	↓ - 82.9%	2	↓ - 60.0%
19454	\$285,000	→ 0.0%	95.3%	↓ - 0.9%	44	↓ - 10.2%	83	↓ - 3.5%
19455	\$0	--	0.0%	--	0	--	0	--
19456	\$292,000	--	97.4%	--	7	--	1	--
19460	\$299,500	↑ + 10.9%	97.8%	↑ + 2.6%	89	↑ + 41.3%	18	↓ - 89.3%
19462	\$350,000	↓ - 4.8%	97.9%	↑ + 0.7%	33	↑ + 3.1%	32	↓ - 23.8%
19464	\$131,000	↑ + 1.6%	93.3%	↑ + 0.4%	59	↓ - 37.9%	197	↑ + 8.2%
19468	\$255,000	↑ + 15.3%	95.7%	↓ - 1.5%	49	↓ - 19.7%	112	↑ + 64.7%
19472	\$0	--	0.0%	--	0	--	0	--
19473	\$267,000	↑ + 9.0%	95.7%	↓ - 0.4%	47	↓ - 42.7%	53	↓ - 3.6%
19474	\$232,000	↓ - 2.3%	98.7%	↑ + 1.2%	118	↑ + 107.0%	1	↓ - 66.7%
19477	\$0	--	0.0%	--	0	--	0	--
19478	\$0	--	0.0%	--	0	--	0	--
19484	\$0	--	0.0%	--	0	--	0	--

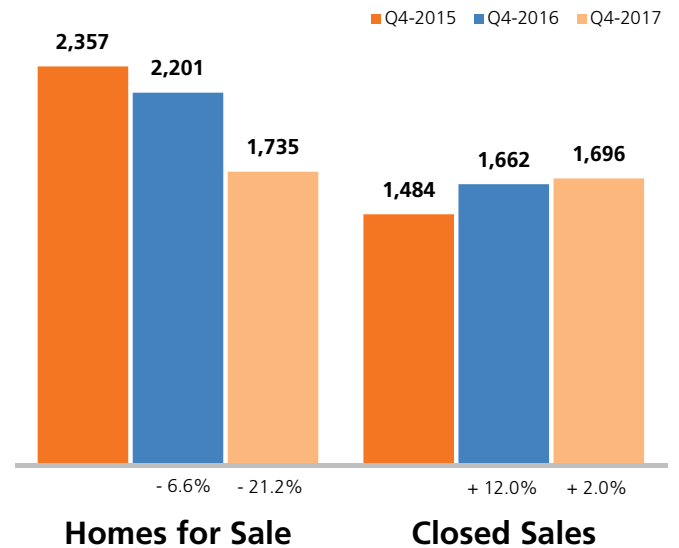
## Montgomery County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19485	\$0	--	0.0%	--	0	--	0	--
19486	\$0	--	0.0%	--	0	--	0	--
19490	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19492	\$295,000	↑ + 6.9%	94.2%	↑ + 0.6%	89	↓ - 11.0%	5	↑ + 400.0%
19504	\$235,000	↓ - 26.9%	92.8%	↓ - 4.2%	27	↓ - 63.0%	2	↓ - 87.5%
19505	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19512	\$209,500	↑ + 25.8%	99.5%	↑ + 6.0%	20	↓ - 74.7%	4	↓ - 90.5%
19525	\$258,200	↓ - 7.5%	98.4%	↓ - 1.8%	50	↓ - 38.3%	57	↓ - 26.0%

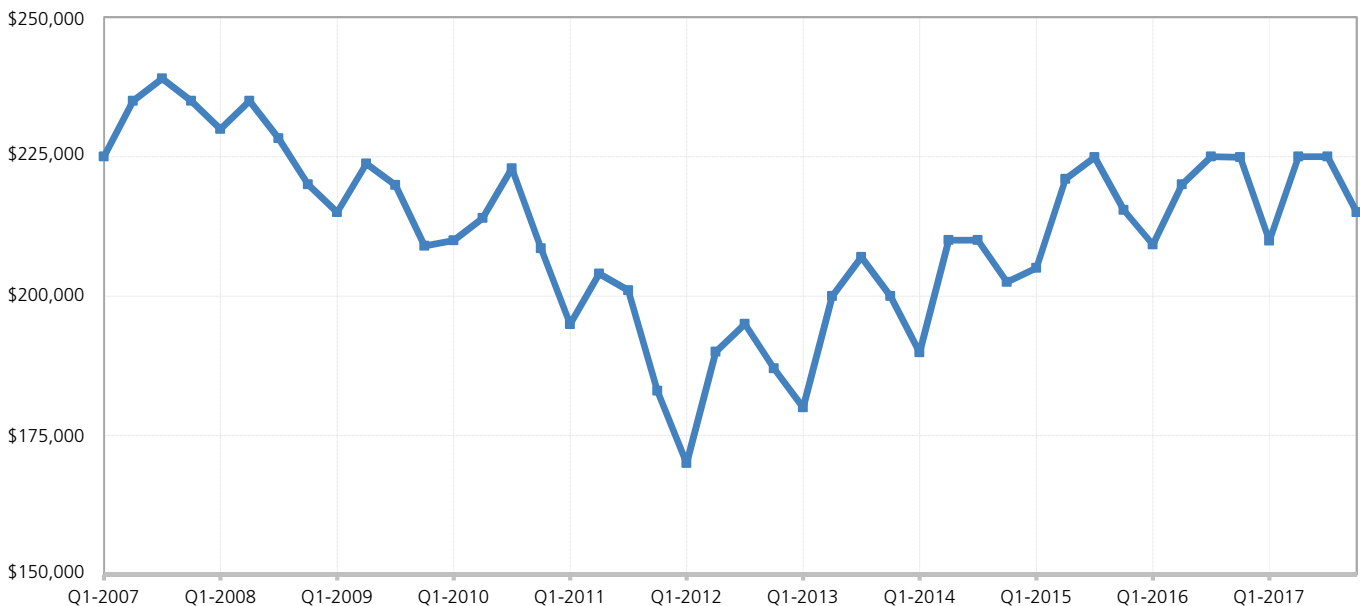
## New Castle County, DE

Key Metrics	Q4-2017	1-Yr Chg
Median Sales Price	\$215,000	- 4.4%
Avg. Sales Price	\$243,299	- 2.7%
Pct. of Orig. Price Received	95.2%	+ 0.7%
Homes for Sale	1,735	- 21.2%
Closed Sales	1,696	+ 2.0%
Months Supply	2.9	- 28.7%
Avg. Prop. Mktg. Period	64	- 13.2%

### Market Activity



### Historical Median Sales Price for New Castle County, DE



## New Castle County, DE ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19701	\$263,000	↑ + 0.4%	96.2%	↓ - 0.4%	49	↓ - 44.3%	111	↓ - 5.1%
19702	\$194,000	↓ - 9.1%	96.2%	↑ + 0.2%	59	↓ - 1.7%	152	↑ + 12.6%
19703	\$190,000	↓ - 9.5%	92.8%	↓ - 3.8%	66	↓ - 2.9%	47	↓ - 2.1%
19706	\$169,000	↑ + 4.3%	88.0%	↓ - 9.0%	152	↑ + 390.3%	8	↑ + 166.7%
19707	\$360,400	↓ - 0.6%	94.3%	↑ + 0.1%	76	↓ - 25.5%	50	↓ - 25.4%
19708	\$0	--	0.0%	--	0	--	0	--
19709	\$316,500	↓ - 9.9%	96.4%	↓ - 1.9%	72	↑ + 2.9%	140	↓ - 16.7%
19710	\$0	--	0.0%	--	0	--	0	--
19711	\$257,500	↓ - 9.3%	96.0%	↑ + 0.7%	44	↓ - 39.7%	110	↓ - 17.9%
19712	\$0	--	0.0%	--	0	--	0	--
19713	\$198,000	↑ + 4.8%	96.1%	↑ + 1.8%	53	↓ - 5.4%	90	↑ + 13.9%
19714	\$0	--	0.0%	--	0	--	0	--
19715	\$0	--	0.0%	--	0	--	0	--
19716	\$0	--	0.0%	--	0	--	0	--
19717	\$0	--	0.0%	--	0	--	0	--
19718	\$0	--	0.0%	--	0	--	0	--
19720	\$155,000	→ 0.0%	95.5%	↑ + 1.7%	60	↓ - 11.8%	189	↑ + 21.9%
19721	\$0	--	0.0%	--	0	--	0	--
19725	\$0	--	0.0%	--	0	--	0	--
19726	\$0	--	0.0%	--	0	--	0	--
19730	\$225,000	--	95.4%	--	64	--	3	--
19731	\$190,000	↑ + 1087.5%	84.5%	↓ - 16.0%	22	↑ + 46.7%	1	→ 0.0%
19732	\$560,000	--	97.4%	--	10	--	1	--
19733	\$209,000	↑ + 5.6%	97.3%	↑ + 13.0%	7	↓ - 80.0%	1	→ 0.0%
19734	\$290,000	↓ - 5.7%	98.3%	↑ + 1.9%	68	↓ - 4.2%	57	↑ + 42.5%
19735	\$0	--	0.0%	--	0	--	0	--
19736	\$0	--	0.0%	--	0	--	0	--
19801	\$89,768	↓ - 40.0%	92.6%	↑ + 1.0%	77	↓ - 16.3%	40	↓ - 2.4%
19802	\$105,000	↑ + 52.2%	90.5%	↑ + 4.3%	90	↓ - 9.1%	70	↑ + 9.4%
19803	\$331,750	↑ + 9.0%	95.0%	→ 0.0%	65	↑ + 32.7%	80	↑ + 14.3%
19804	\$169,350	↓ - 5.9%	95.8%	↑ + 1.3%	61	↓ - 6.2%	68	↓ - 2.9%
19805	\$127,450	↓ - 7.6%	92.6%	↑ + 2.4%	95	↑ + 3.3%	117	↓ - 4.1%
19806	\$237,000	↑ + 20.9%	93.0%	↑ + 1.6%	64	↓ - 37.3%	58	↓ - 9.4%
19807	\$687,500	↑ + 7.4%	94.4%	↑ + 4.2%	66	↓ - 42.1%	28	↑ + 33.3%
19808	\$231,000	↓ - 4.2%	95.7%	↑ + 1.2%	53	↓ - 13.1%	132	↑ + 1.5%
19809	\$209,000	↑ + 15.4%	94.6%	↑ + 0.6%	72	↑ + 1.4%	55	↑ + 14.6%
19810	\$315,000	→ 0.0%	97.7%	↑ + 3.2%	57	↓ - 17.4%	76	↓ - 1.3%
19850	\$0	--	0.0%	--	0	--	0	--
19880	\$0	--	0.0%	--	0	--	0	--
19884	\$0	--	0.0%	--	0	--	0	--
19885	\$0	--	0.0%	--	0	--	0	--
19886	\$0	--	0.0%	--	0	--	0	--
19890	\$0	--	0.0%	--	0	--	0	--



## New Castle County, DE ZIP Codes Cont.

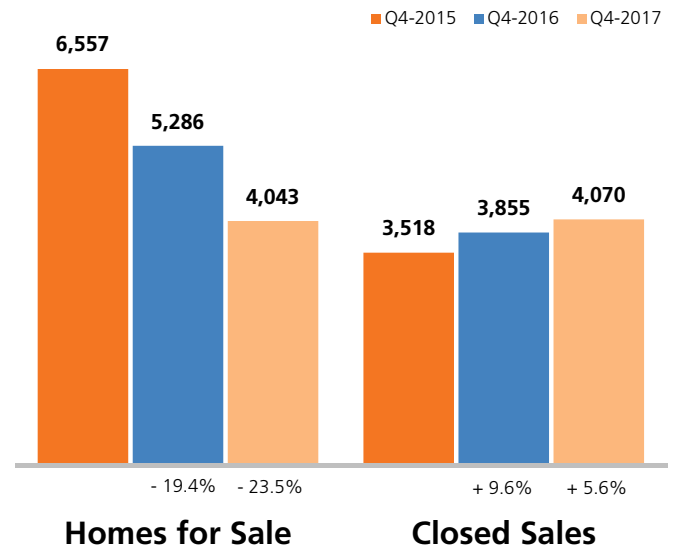
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19891	\$0	--	0.0%	--	0	--	0	--
19892	\$0	--	0.0%	--	0	--	0	--
19893	\$0	--	0.0%	--	0	--	0	--
19894	\$0	--	0.0%	--	0	--	0	--
19895	\$0	--	0.0%	--	0	--	0	--
19896	\$0	--	0.0%	--	0	--	0	--
19897	\$0	--	0.0%	--	0	--	0	--
19898	\$0	--	0.0%	--	0	--	0	--
19899	\$0	--	0.0%	--	0	--	0	--
19938	\$358,058	↑ + 43.8%	99.7%	↑ + 2.6%	90	↑ + 76.5%	4	↓ - 86.2%
19977	\$259,950	↑ + 18.2%	93.2%	↓ - 2.7%	89	↑ + 1.1%	8	↓ - 90.9%

## Philadelphia County, PA

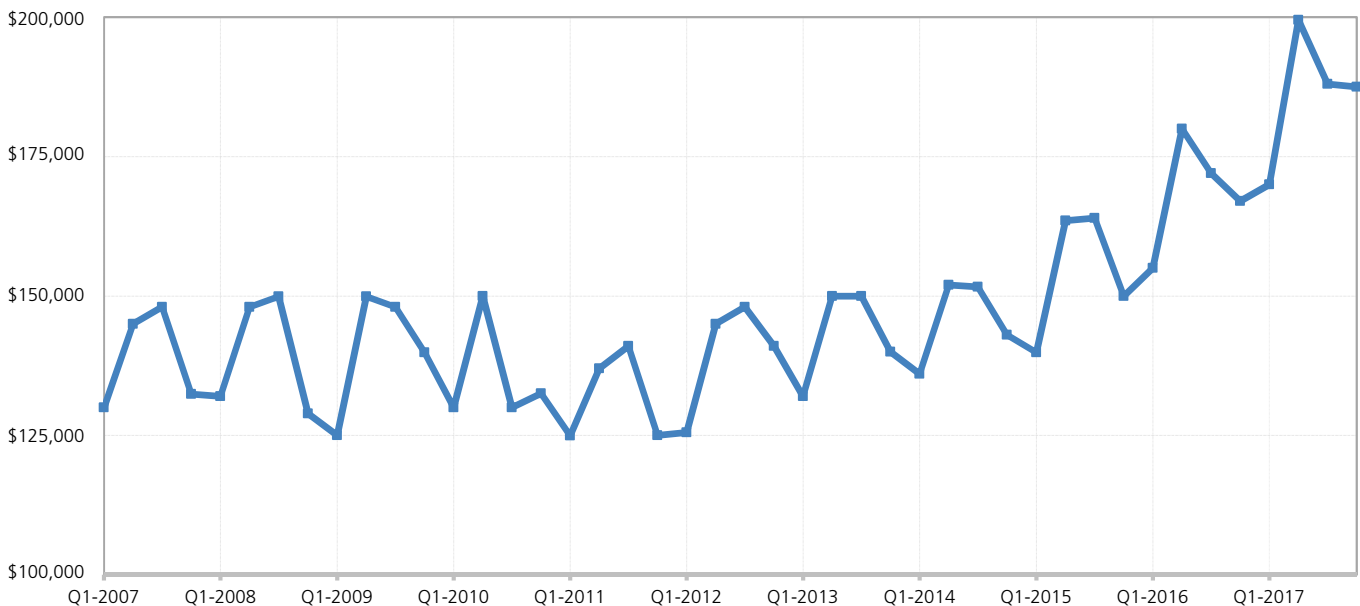
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$187,500	+ 12.3%
Avg. Sales Price	\$246,240	+ 8.1%
Pct. of Orig. Price Received	94.8%	+ 1.1%
Homes for Sale	4,043	- 23.5%
Closed Sales	4,070	+ 5.6%
Months Supply	2.8	- 28.0%
Avg. Prop. Mktg. Period	54	- 14.2%

### Market Activity



### Historical Median Sales Price for Philadelphia County, PA



## Philadelphia County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19019	\$0	--	0.0%	--	0	--	0	--
19092	\$0	--	0.0%	--	0	--	0	--
19093	\$0	--	0.0%	--	0	--	0	--
19099	\$0	--	0.0%	--	0	--	0	--
19101	\$0	--	0.0%	--	0	--	0	--
19102	\$720,000	↑ +23.1%	92.2%	↓ -3.6%	183	↑ +74.3%	25	↑ +56.3%
19103	\$465,000	↓ -15.5%	93.1%	↓ -1.1%	106	↑ +47.2%	85	↑ +4.9%
19104	\$217,250	↑ +7.0%	94.0%	↑ +3.6%	60	↑ +36.4%	42	↑ +44.8%
19105	\$0	--	0.0%	--	0	--	0	--
19106	\$400,000	↓ -2.7%	93.4%	↑ +0.6%	72	↓ -6.5%	83	↑ +22.1%
19107	\$300,000	↓ -0.8%	92.6%	↓ -2.5%	75	↓ -15.7%	43	↑ +16.2%
19108	\$0	--	0.0%	--	0	--	0	--
19109	\$0	--	0.0%	--	0	--	0	--
19110	\$0	--	0.0%	--	0	--	0	--
19111	\$176,500	↑ +10.3%	95.0%	↓ -0.5%	48	↓ -17.2%	155	↑ +5.4%
19112	\$0	--	0.0%	--	0	--	0	--
19114	\$187,400	↑ +4.4%	95.6%	↑ +2.4%	58	↓ -7.9%	103	↑ +32.1%
19115	\$235,000	↑ +13.5%	95.9%	↑ +0.4%	31	↓ -42.6%	73	↓ -9.9%
19116	\$231,000	↓ -0.2%	96.9%	↑ +1.7%	43	↓ -21.8%	78	→ 0.0%
19118	\$435,000	↓ -12.7%	94.5%	↑ +1.1%	78	↑ +21.9%	33	↑ +3.1%
19119	\$269,500	↑ +19.8%	97.5%	↑ +2.6%	40	↓ -42.0%	99	↑ +32.0%
19120	\$89,900	↑ +5.8%	95.4%	↑ +2.8%	46	↓ -37.0%	117	↑ +5.4%
19121	\$190,500	↑ +56.8%	91.8%	↑ +2.9%	53	↓ -11.7%	71	↑ +18.3%
19122	\$302,500	↑ +53.2%	96.0%	↑ +2.0%	50	↓ -19.4%	84	↑ +68.0%
19123	\$455,000	↓ -9.0%	96.3%	↓ -0.9%	65	↓ -8.5%	58	↓ -24.7%
19124	\$96,750	↑ +36.7%	94.0%	↑ +0.1%	56	↓ -16.4%	139	↑ +4.5%
19125	\$339,900	↑ +8.4%	95.6%	↓ -0.5%	60	↑ +7.1%	157	↓ -17.4%
19126	\$157,450	↑ +19.3%	96.1%	↑ +5.3%	55	↓ -25.7%	44	↑ +41.9%
19127	\$229,950	↑ +2.8%	94.0%	↑ +1.8%	67	↓ -42.2%	42	↑ +31.3%
19128	\$245,000	↑ +8.9%	95.0%	↑ +2.2%	72	↑ +1.4%	153	↑ +7.0%
19129	\$232,500	↑ +16.3%	94.7%	↑ +2.4%	44	↓ -48.8%	36	↓ -7.7%
19130	\$375,000	↑ +10.3%	96.0%	↑ +2.2%	53	↓ -19.7%	122	↑ +13.0%
19131	\$110,200	↑ +35.4%	95.8%	↑ +4.6%	43	↓ -41.1%	77	↑ +13.2%
19132	\$35,051	↑ +59.3%	86.1%	↑ +1.1%	60	↓ -14.3%	52	↑ +26.8%
19133	\$41,000	↑ +27.1%	93.2%	↑ +14.9%	68	↑ +3.0%	13	↓ -35.0%
19134	\$73,500	↑ +12.4%	94.2%	↑ +6.4%	50	↓ -26.5%	144	↓ -8.3%
19135	\$106,186	↑ +10.0%	95.0%	↑ +2.5%	56	↓ -21.1%	116	↑ +6.4%
19136	\$136,000	↑ +5.1%	96.5%	↑ +2.4%	44	↓ -15.4%	119	↑ +8.2%
19137	\$155,000	↑ +23.8%	90.9%	↓ -2.9%	46	↓ -14.8%	23	↓ -11.5%
19138	\$74,000	↓ -22.9%	91.6%	↓ -3.4%	63	↓ -1.6%	71	↑ +12.7%
19139	\$60,000	↑ +25.0%	92.2%	↑ +1.5%	65	→ 0.0%	76	↑ +72.7%
19140	\$45,000	↑ +4.7%	91.7%	↑ +4.7%	74	↓ -16.9%	48	↑ +17.1%
19141	\$110,000	↑ +60.7%	95.1%	↑ +2.6%	52	↓ -26.8%	40	↓ -7.0%

## Philadelphia County, PA ZIP Codes Cont.

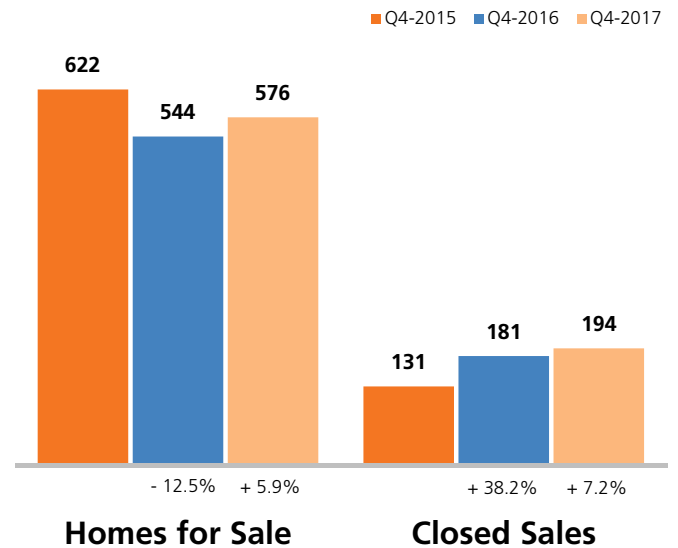
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
19142	\$55,000	↑ + 27.5%	86.6%	↓ - 6.4%	78	↑ + 16.4%	42	↑ + 7.7%
19143	\$83,500	↑ + 14.5%	96.1%	↑ + 2.8%	39	↓ - 11.4%	117	↑ + 23.2%
19144	\$119,900	↓ - 1.1%	93.5%	↓ - 0.6%	51	↓ - 7.3%	74	↑ + 7.2%
19145	\$215,000	↑ + 19.4%	94.1%	↑ + 0.2%	48	↓ - 4.0%	155	↑ + 14.8%
19146	\$345,000	↑ + 6.2%	94.4%	↓ - 0.7%	51	↓ - 3.8%	223	↑ + 4.7%
19147	\$420,000	↑ + 2.2%	95.3%	↓ - 0.4%	65	↓ - 9.7%	152	↑ + 2.7%
19148	\$220,000	↑ + 8.1%	94.3%	↓ - 0.5%	48	↓ - 22.6%	162	↓ - 11.5%
19149	\$152,000	↑ + 9.0%	96.9%	↑ + 0.4%	31	↓ - 18.4%	172	↑ + 1.2%
19150	\$174,000	↑ + 19.7%	97.1%	↑ + 0.2%	51	↓ - 28.2%	63	↓ - 13.7%
19151	\$134,900	↑ + 10.6%	95.7%	↑ + 5.7%	48	↓ - 35.1%	72	↓ - 17.2%
19152	\$210,000	↑ + 12.9%	96.5%	↑ + 0.3%	41	↓ - 2.4%	103	↑ + 1.0%
19153	\$131,000	↑ + 31.0%	93.8%	↓ - 1.8%	44	↓ - 50.6%	25	↓ - 21.9%
19154	\$200,000	↑ + 4.2%	96.9%	↑ + 3.6%	32	↓ - 54.9%	89	↓ - 3.3%

## Salem County, NJ

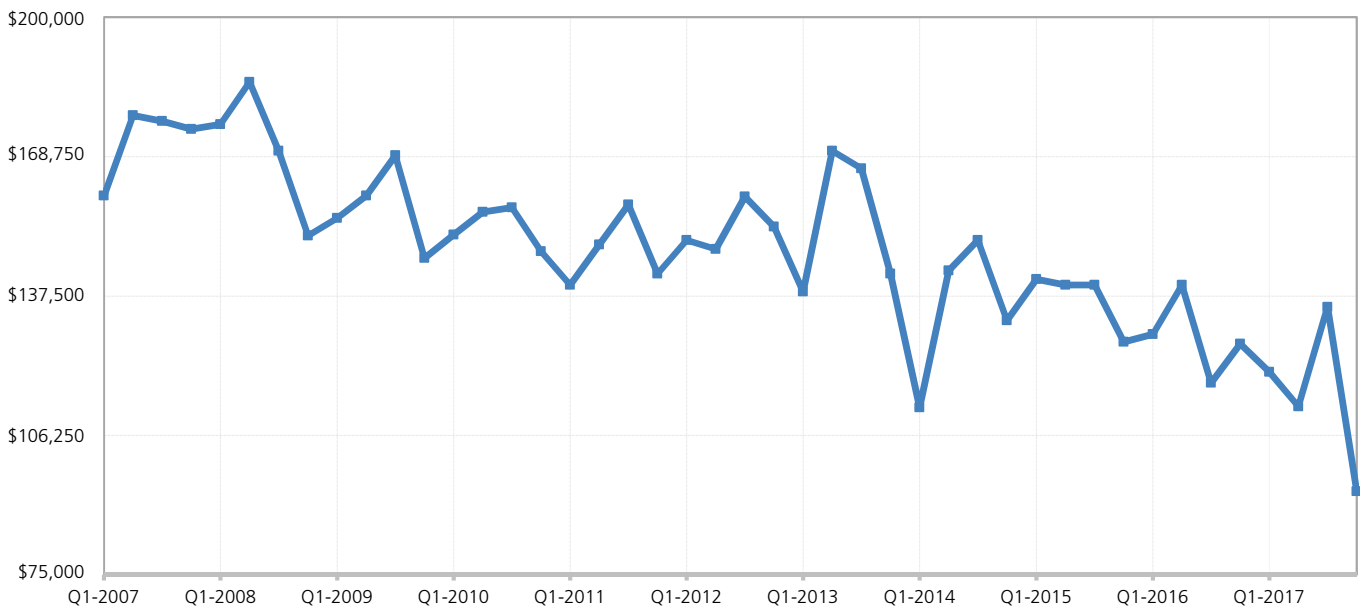
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$93,700	- 26.1%
Avg. Sales Price	\$119,354	- 16.7%
Pct. of Orig. Price Received	90.1%	+ 1.9%
Homes for Sale	576	+ 5.9%
Closed Sales	194	+ 7.2%
Months Supply	8.4	- 13.3%
Avg. Prop. Mktg. Period	108	- 18.5%

### Market Activity



### Historical Median Sales Price for Salem County, NJ



## Salem County, NJ ZIP Codes

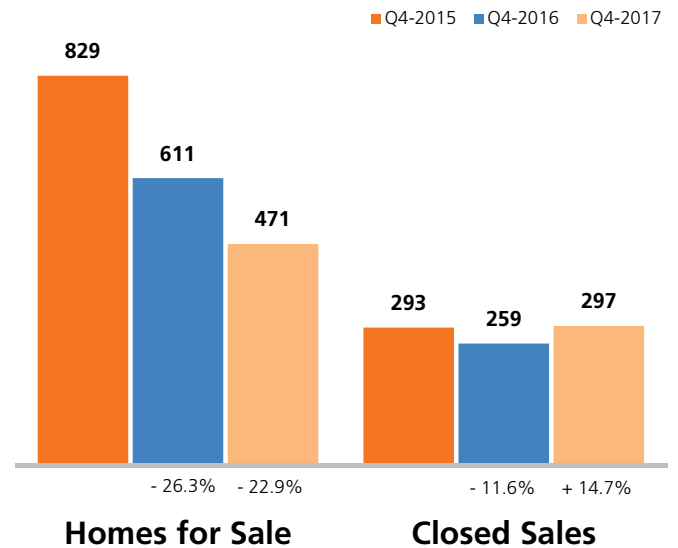
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
08001	\$0	--	0.0%	--	0	--	0	--
08023	\$31,950	↑ + 59.8%	95.3%	↑ + 66.3%	67	↓ - 61.5%	2	↑ + 100.0%
08038	\$180,000	--	100.0%	--	19	--	1	--
08067	\$100,000	↓ - 52.4%	73.5%	↓ - 15.1%	116	↑ + 12.6%	5	↑ + 66.7%
08069	\$44,000	↓ - 22.1%	90.6%	↑ + 6.0%	107	↑ + 0.9%	56	↑ + 47.4%
08070	\$114,000	↓ - 13.0%	90.1%	↓ - 0.9%	96	↓ - 39.2%	47	↑ + 14.6%
08072	\$0	--	0.0%	--	0	--	0	--
08079	\$33,000	↓ - 49.2%	88.4%	↑ + 0.1%	125	↓ - 2.3%	29	→ 0.0%
08098	\$165,000	↓ - 23.7%	91.6%	↑ + 5.9%	132	↓ - 21.0%	21	↓ - 30.0%
08302	\$57,900	↓ - 53.9%	86.5%	↓ - 4.7%	45	↓ - 60.5%	1	↓ - 98.7%
08318	\$210,000	↑ + 52.7%	91.5%	↓ - 2.1%	106	↓ - 9.4%	24	↓ - 14.3%
08343	\$212,700	↓ - 22.7%	94.4%	→ 0.0%	106	↑ + 16.5%	5	↓ - 54.5%
08344	\$43,700	↓ - 59.2%	85.9%	↑ + 6.6%	90	↓ - 44.8%	2	↓ - 90.9%
08347	\$0	--	0.0%	--	0	--	0	--

## Schuylkill County, PA

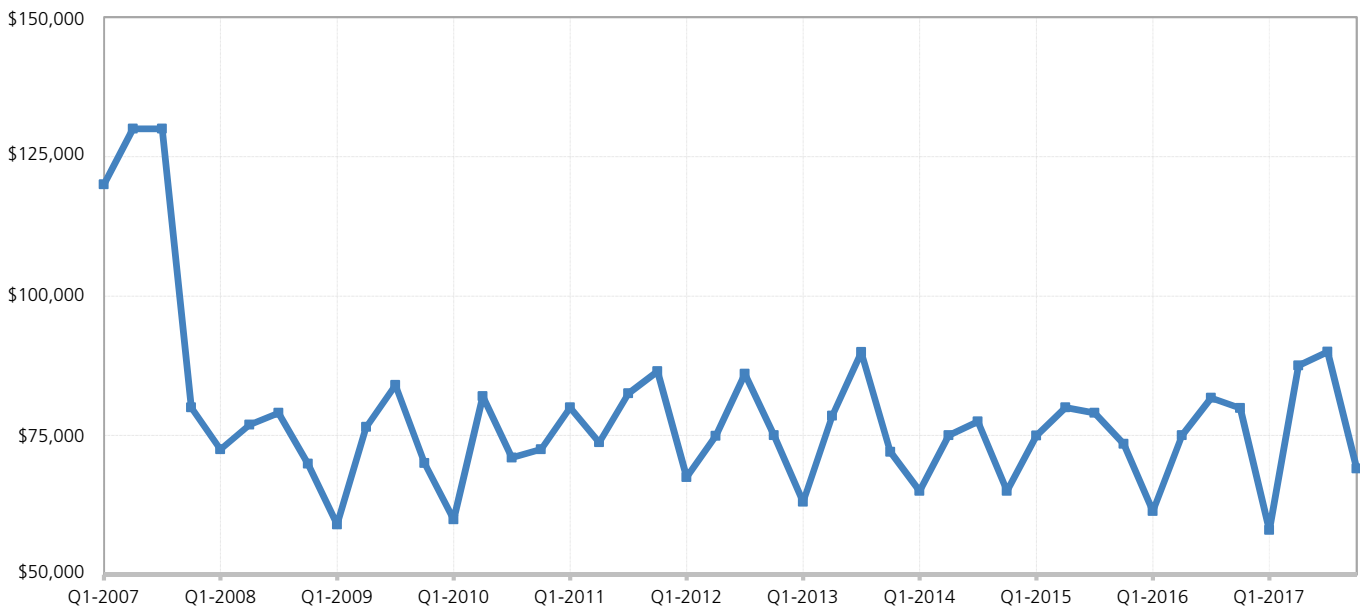
### Key Metrics

	Q4-2017	1-Yr Chg
Median Sales Price	\$69,050	- 13.6%
Avg. Sales Price	\$94,798	- 5.1%
Pct. of Orig. Price Received	88.6%	+ 0.4%
Homes for Sale	471	- 22.9%
Closed Sales	297	+ 14.7%
Months Supply	4.9	- 30.2%
Avg. Prop. Mktg. Period	91	- 26.1%

### Market Activity



### Historical Median Sales Price for Schuylkill County, PA



## Schuylkill County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
17901	\$43,200	↓ -42.4%	83.9%	↓ -5.5%	101	↓ -15.8%	61	↑ +35.6%
17921	\$37,500	↓ -44.9%	82.6%	↓ -8.2%	96	↓ -20.7%	11	→ 0.0%
17922	\$148,200	↓ -8.2%	92.9%	↑ +2.9%	77	↓ -37.4%	16	↓ -27.3%
17923	\$0	--	0.0%	--	0	--	0	--
17925	\$135,000	--	96.5%	--	15	--	1	--
17929	\$138,000	↓ -9.2%	94.9%	↓ -1.8%	63	↓ -67.2%	9	↑ +200.0%
17930	\$10,000	↓ -41.2%	59.5%	↓ -20.9%	134	↓ -46.0%	1	↓ -66.7%
17931	\$65,750	↑ +105.5%	89.7%	↑ +5.2%	52	↓ -59.1%	12	↓ -7.7%
17932	\$0	--	0.0%	--	0	--	0	--
17933	\$0	--	0.0%	--	0	--	0	--
17934	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
17935	\$21,950	↑ +1363.3%	73.3%	--	61	↓ -37.8%	4	↑ +300.0%
17936	\$33,250	↓ -72.1%	62.1%	↓ -34.3%	219	↑ +0.9%	2	↑ +100.0%
17938	\$129,900	↑ +6.6%	100.0%	--	241	--	1	--
17941	\$152,000	--	89.5%	--	13	--	1	--
17943	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
17944	\$34,900	--	100.0%	--	180	--	1	--
17945	\$0	--	0.0%	--	0	--	0	--
17946	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
17948	\$13,500	↓ -10.0%	88.1%	↑ +22.0%	93	↓ -31.1%	8	↑ +60.0%
17949	\$0	--	0.0%	--	0	--	0	--
17951	\$0	--	0.0%	--	0	--	0	--
17952	\$0	--	0.0%	--	0	--	0	--
17953	\$49,000	--	89.3%	--	41	--	1	--
17954	\$29,000	↑ +190.0%	86.0%	↓ -1.8%	123	↑ +15.0%	18	↑ +125.0%
17957	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
17959	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
17960	\$105,000	↓ -55.1%	87.7%	↑ +6.3%	100	↑ +19.0%	5	↑ +25.0%
17961	\$186,500	↑ +22.5%	91.9%	↓ -1.6%	132	↑ +71.4%	18	↑ +12.5%
17963	\$152,000	↑ +53.5%	96.0%	↑ +4.3%	60	↓ -69.4%	19	→ 0.0%
17964	\$0	--	0.0%	--	0	--	0	--
17965	\$77,200	↑ +48.5%	87.7%	↓ -1.3%	63	↓ -31.5%	2	↓ -71.4%
17966	\$0	--	0.0%	--	0	--	0	--
17967	\$152,500	↑ +50.7%	85.0%	↓ -6.3%	66	↓ -5.7%	4	→ 0.0%
17968	\$0	--	0.0%	--	0	--	0	--
17970	\$62,900	↑ +57.3%	86.1%	↓ -3.4%	73	↓ -74.3%	9	↑ +80.0%
17972	\$139,900	↑ +32.7%	94.4%	↑ +3.5%	57	↓ -42.4%	33	↑ +17.9%
17974	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
17976	\$20,500	↑ +86.4%	88.2%	↑ +20.0%	73	↓ -43.8%	15	↑ +15.4%
17978	\$0	--	0.0%	--	0	--	0	--
17979	\$0	--	0.0%	--	0	--	0	--
17980	\$35,000	↓ -58.8%	87.7%	↑ +16.3%	61	↓ -82.3%	1	↓ -66.7%
17981	\$29,900	↑ +99.3%	93.4%	↓ -6.6%	61	↓ -68.2%	1	→ 0.0%



## Schuylkill County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg	Q4-2017	1-Yr Chg
17982	\$21,500	--	81.6%	--	101	--	3	--
17983	\$133,500	↑ + 16.1%	95.4%	↑ + 2.9%	100	↓ - 18.7%	1	↓ - 66.7%
17985	\$137,500	↓ - 8.3%	98.2%	↑ + 3.4%	154	↑ + 1183.3%	1	→ 0.0%
18211	\$221,850	↑ + 111.3%	92.5%	↑ + 5.2%	1	↓ - 98.4%	1	↓ - 50.0%
18214	\$103,550	↓ - 9.9%	99.1%	↑ + 7.3%	168	↑ + 265.2%	2	↓ - 33.3%
18218	\$48,000	↑ + 28.0%	87.6%	↓ - 6.6%	120	↑ + 650.0%	8	↑ + 700.0%
18220	\$0	--	0.0%	--	0	--	0	--
18231	\$79,000	↓ - 29.8%	88.3%	↓ - 11.7%	69	↑ + 527.3%	1	→ 0.0%
18237	\$35,000	↑ + 7.7%	83.7%	↑ + 1.3%	181	↑ + 29.3%	3	↓ - 25.0%
18241	\$0	--	0.0%	--	0	--	0	--
18242	\$0	--	0.0%	--	0	--	0	--
18245	\$0	--	0.0%	--	0	--	0	--
18248	\$0	--	0.0%	--	0	--	0	--
18252	\$40,000	↑ + 33.3%	88.6%	→ 0.0%	108	↓ - 2.7%	23	↑ + 53.3%
19549	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%