



MAY 2018

CONDO YEAR-TO-DATE MARKET SNAPSHOT



660 American Avenue, Suite 203
King of Prussia, PA 19406

1-877-330-9900 • www.trendmls.com

The Year-to-Date Market Snapshot details key statistical information for condominium sales 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.

Contents

Pennsylvania		New Jersey	
Bucks County	3	Burlington County.....	5
Berks County	3	Camden County	5
Chester County.....	3	Cumberland County	5
Delaware County.....	4	Gloucester County	6
Montgomery County	4	Mercer County.....	6
Philadelphia County.....	4	Salem County.....	6
		Delaware	
		Kent County	7
		New Castle County	7

Definitions

Settled Units	The number of condominium listings settled year-to-date (YTD) through the specified month and year.
Average Settled Price	The average price that condominium 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 condominium 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 condominium 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 condominium 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 single-family homes 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: Condo, May 2018

Bucks County, PA

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	275	289	241	5.09%	-16.61%
Average Settled Price	\$247,000	\$251,000	\$230,000	1.62%	-8.37%
Median Settled Price	\$206,000	\$200,000	\$195,000	-2.91%	-2.50%
Total Settled Volume	\$68,011,000	\$72,617,000	\$55,579,000	6.77%	-23.46%
Avg SPrice/OPrice	94.46%	95.35%	96.19%	0.94%	0.88%

Berks County, PA

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	50	51	59	2.00%	15.69%
Average Settled Price	\$140,000	\$122,000	\$118,000	-12.86%	-3.28%
Median Settled Price	\$135,000	\$128,000	\$110,000	-5.19%	-14.06%
Total Settled Volume	\$7,006,000	\$6,262,000	\$7,010,000	-10.62%	11.95%
Avg SPrice/OPrice	94.35%	93.03%	93.98%	-1.40%	1.02%

Chester County, PA

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	156	176	150	12.82%	-14.77%
Average Settled Price	\$247,000	\$226,000	\$229,000	-8.50%	1.33%
Median Settled Price	\$195,000	\$196,000	\$195,000	0.51%	-0.51%
Total Settled Volume	\$38,605,000	\$39,865,000	\$34,406,000	3.26%	-13.69%
Avg SPrice/OPrice	96.14%	96.35%	96.46%	0.22%	0.11%

Year-To-Date Market Snapshot: Condo, May 2018

Delaware County, PA

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	137	186	167	35.77%	-10.22%
Average Settled Price	\$188,000	\$227,000	\$263,000	20.74%	15.86%
Median Settled Price	\$150,000	\$170,000	\$182,000	13.33%	7.06%
Total Settled Volume	\$25,773,000	\$42,323,000	\$43,987,000	64.21%	3.93%
Avg SPrice/OPrice	93.26%	94.80%	96.60%	1.65%	1.90%

Montgomery County, PA

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	364	376	380	3.30%	1.06%
Average Settled Price	\$186,000	\$190,000	\$215,000	2.15%	13.16%
Median Settled Price	\$161,000	\$160,000	\$169,000	-0.62%	5.62%
Total Settled Volume	\$67,908,000	\$71,482,000	\$81,721,000	5.26%	14.32%
Avg SPrice/OPrice	91.96%	93.27%	94.74%	1.42%	1.58%

Schuylkill County, PA

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	1	0	3	-100.00%	100.00%
Average Settled Price	\$142,000	\$0	\$160,000	-100.00%	100.00%
Median Settled Price	\$142,000	\$0	\$156,000	-100.00%	100.00%
Total Settled Volume	\$142,000	\$0	\$482,000	-100.00%	100.00%
Avg SPrice/OPrice	98.62%	0.00%	93.30%	-100.00%	100.00%

Year-To-Date Market Snapshot: Condo, May 2018

Philadelphia County, PA

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	650	680	737	4.62%	8.38%
Average Settled Price	\$403,000	\$436,000	\$425,000	8.19%	-2.52%
Median Settled Price	\$306,000	\$331,000	\$339,000	8.17%	2.42%
Total Settled Volume	\$262,465,000	\$296,760,000	\$313,317,000	13.07%	5.58%
Avg SPrice/OPrice	94.79%	94.65%	95.62%	-0.15%	1.02%

Burlington County, NJ

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	273	311	358	13.92%	15.11%
Average Settled Price	\$146,000	\$143,000	\$164,000	-2.05%	14.69%
Median Settled Price	\$125,000	\$130,000	\$139,000	4.00%	6.92%
Total Settled Volume	\$39,969,000	\$44,557,000	\$58,951,000	11.48%	32.30%
Avg SPrice/OPrice	91.90%	94.22%	95.40%	2.52%	1.25%

Camden County, NJ

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	178	173	162	-2.81%	-6.36%
Average Settled Price	\$121,000	\$117,000	\$131,000	-3.31%	11.97%
Median Settled Price	\$110,000	\$105,000	\$116,000	-4.55%	10.48%
Total Settled Volume	\$21,546,000	\$20,283,000	\$21,273,000	-5.86%	4.88%
Avg SPrice/OPrice	91.48%	91.24%	91.84%	-0.26%	0.66%

Year-To-Date Market Snapshot: Condo, May 2018

Cumberland County, NJ

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	2	5	14	150.00%	180.00%
Average Settled Price	\$119,000	\$96,000	\$133,000	-19.33%	38.54%
Median Settled Price	\$88,000	\$100,000	\$129,000	13.64%	29.00%
Total Settled Volume	\$238,000	\$481,000	\$1,865,000	102.10%	287.73%
Avg SPrice/OPrice	81.52%	86.91%	94.01%	6.61%	8.17%

Gloucester County, NJ

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	89	106	126	19.10%	18.87%
Average Settled Price	\$127,000	\$138,000	\$130,000	8.66%	-5.80%
Median Settled Price	\$122,000	\$124,000	\$127,000	1.64%	2.42%
Total Settled Volume	\$11,305,000	\$14,729,000	\$16,442,000	30.29%	11.63%
Avg SPrice/OPrice	92.31%	93.22%	93.92%	0.99%	0.75%

Mercer County, NJ

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	196	209	195	6.63%	-6.70%
Average Settled Price	\$236,000	\$231,000	\$226,000	-2.12%	-2.16%
Median Settled Price	\$185,000	\$175,000	\$187,000	-5.41%	6.86%
Total Settled Volume	\$46,430,000	\$48,407,000	\$44,106,000	4.26%	-8.89%
Avg SPrice/OPrice	94.37%	95.18%	95.44%	0.86%	0.27%

Year-To-Date Market Snapshot: Condo, May 2018

Salem County, NJ

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	0	0	2	0.00%	100.00%
Average Settled Price	\$0	\$0	\$74,000	0.00%	100.00%
Median Settled Price	\$0	\$0	\$70,000	0.00%	100.00%
Total Settled Volume	\$0	\$0	\$149,000	0.00%	100.00%
Avg SPrice/OPrice	0.00%	0.00%	93.80%	0.00%	100.00%

Kent County, DE

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	12	6	8	-50.00%	33.33%
Average Settled Price	\$68,000	\$138,000	\$109,000	102.94%	-21.01%
Median Settled Price	\$48,000	\$59,000	\$60,000	22.92%	1.69%
Total Settled Volume	\$816,000	\$828,000	\$873,000	1.47%	5.43%
Avg SPrice/OPrice	91.52%	86.26%	94.77%	-5.75%	9.87%

New Castle County, DE

	YTD May 2016	YTD May 2017	YTD May 2018	2016/2017 Change	2017/2018 Change
Settled Units	158	181	179	14.56%	-1.10%
Average Settled Price	\$145,000	\$155,000	\$143,000	6.90%	-7.74%
Median Settled Price	\$120,000	\$120,000	\$125,000	0.00%	4.17%
Total Settled Volume	\$22,920,000	\$28,075,000	\$25,774,000	22.49%	-8.20%
Avg SPrice/OPrice	91.53%	92.53%	93.78%	1.09%	1.35%