

# Marketwatch Report

## Q4-2011

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



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# Marketwatch Report

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## All Counties Overview

	Median Sales Price			Pct. of Orig. Price Rec'd.			Average Prop. Mktg. Period			Closed Sales		
	Q4-2011	1-Yr Chg		Q4-2011	1-Yr Chg		Q4-2011	1-Yr Chg		Q4-2011	1-Yr Chg	
Berks	\$139,900	↓ -9.2%		88.7%	↓ -1.9%		145	↑ +17.6%		743	↑ +2.1%	
Bucks	\$255,000	↓ -4.7%		90.1%	↓ -0.8%		132	↑ +4.9%		1,169	↑ +11.8%	
Burlington	\$200,000	↓ -4.8%		88.2%	↓ -0.9%		160	↑ +6.7%		796	↓ -0.6%	
Camden	\$160,500	↓ -5.6%		87.4%	↓ -1.0%		159	↑ +16.4%		744	↑ +7.2%	
Chester	\$294,358	↑ +3.1%		91.1%	↓ -0.3%		130	↑ +2.1%		1,038	↑ +6.9%	
Cumberland	\$157,000	↓ -0.6%		88.9%	↓ -0.4%		138	↑ +1.4%		108	↑ +22.7%	
Delaware	\$181,250	↓ -9.4%		87.8%	↓ -2.8%		134	↑ +11.8%		986	↑ +11.5%	
Gloucester	\$177,000	↓ -6.9%		89.5%	→ -0.1%		168	↑ +20.8%		468	↑ +13.3%	
Kent	\$168,000	↓ -16.0%		90.0%	↓ -2.2%		142	↑ +8.3%		338	↑ +28.0%	
Mercer	\$214,500	↓ -11.4%		87.1%	↓ -1.8%		146	↑ +21.9%		598	↓ -3.1%	
Montgomery	\$239,900	↓ -6.7%		90.1%	↓ -0.5%		127	↑ +11.3%		1,633	↑ +7.2%	
New Castle	\$184,000	↓ -12.0%		89.3%	↓ -0.9%		125	↑ +11.2%		1,209	↑ +26.5%	
Philadelphia	\$125,000	↓ -6.0%		88.5%	↓ -0.9%		111	↑ +14.5%		2,278	↑ +1.7%	
Salem	\$139,750	↓ -5.3%		84.7%	↑ +1.9%		188	↑ +29.3%		78	↓ -8.2%	

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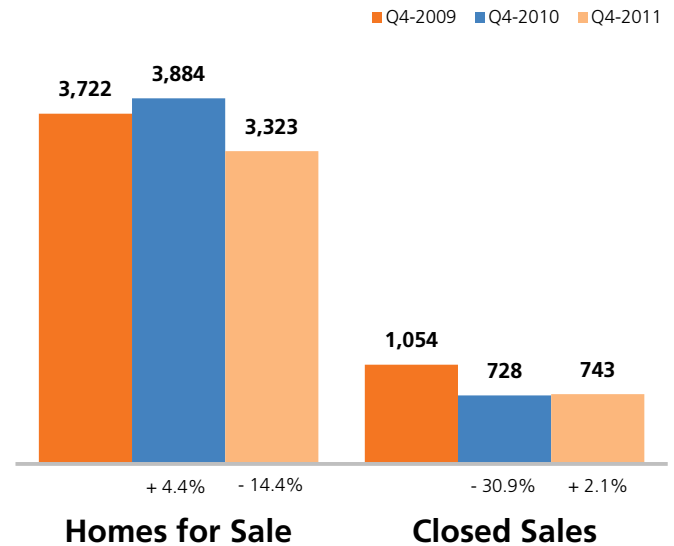


## Berks County, PA

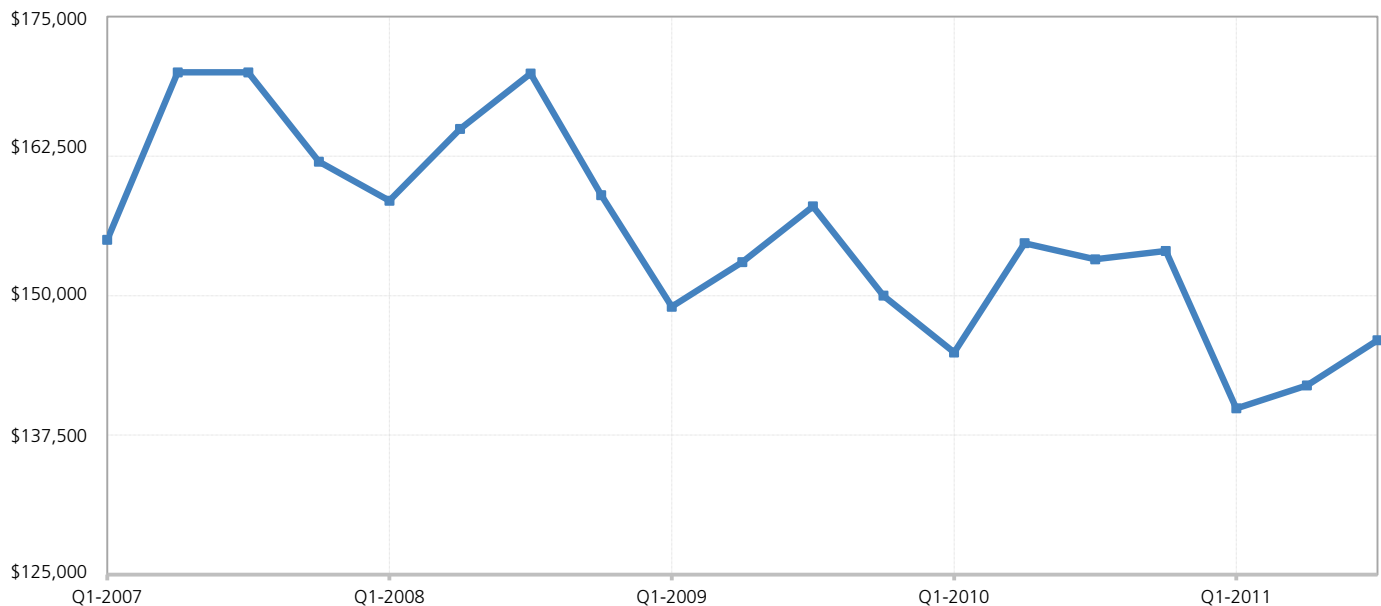
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$139,900	- 9.2%
Average Sales Price	\$146,179	- 8.6%
Pct. of Orig. Price Received	88.7%	- 1.9%
Homes for Sale	3,323	- 14.4%
Closed Sales	743	+ 2.1%
Months Supply	12.4	- 7.6%
Avg. Prop. Mktg. Period	145	+ 17.6%

### Market Activity



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



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## Berks County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
17026	\$229,000	↓ - 11.9%	100.0%	↑ + 7.3%	96	↑ + 18.5%	1	→ 0.0%
17067	\$160,000	↑ + 1.6%	71.1%	↓ - 18.4%	177	↑ + 73.1%	1	↓ - 75.0%
17087	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
17569	\$50,000	↓ - 65.3%	55.6%	↓ - 41.2%	157	↑ + 26.4%	1	↓ - 80.0%
18011	\$169,900	↓ - 33.9%	100.0%	↑ + 18.6%	5	↓ - 96.6%	1	↓ - 80.0%
18056	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18062	\$299,900	↓ - 13.6%	97.1%	↑ + 0.2%	33	↓ - 48.8%	1	↓ - 50.0%
18070	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18092	\$249,900	→ 0.0%	100.0%	→ 0.0%	21	→ 0.0%	1	→ 0.0%
19503	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19504	\$392,000	↑ + 42.7%	95.9%	↑ + 7.6%	224	↓ - 1.5%	5	↑ + 25.0%
19505	\$167,500	↓ - 38.4%	89.0%	↓ - 16.3%	215	↑ + 270.3%	4	→ 0.0%
19506	\$199,950	↑ + 33.3%	85.3%	↓ - 1.4%	176	↑ + 11.2%	10	↑ + 42.9%
19507	\$129,900	↓ - 19.6%	94.3%	↑ + 24.9%	45	↓ - 74.4%	1	↓ - 50.0%
19508	\$157,000	↓ - 7.6%	90.9%	↓ - 0.1%	116	↓ - 22.3%	33	↑ + 22.2%
19510	\$168,000	↓ - 17.9%	89.5%	↓ - 4.9%	133	↑ + 34.6%	17	↑ + 41.7%
19511	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19512	\$150,000	↓ - 15.9%	89.5%	↓ - 1.5%	173	↑ + 53.4%	23	↓ - 17.9%
19516	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19518	\$195,500	↓ - 14.4%	92.0%	↓ - 2.7%	150	↑ + 62.2%	28	↓ - 12.5%
19519	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19520	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19522	\$185,000	↑ + 14.9%	92.1%	↑ + 4.3%	146	↑ + 22.2%	20	↓ - 37.5%
19523	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19526	\$131,900	↑ + 1.5%	86.3%	↓ - 5.5%	143	↑ + 4.6%	13	↓ - 23.5%
19529	\$47,000	↓ - 86.0%	124.0%	↑ + 38.8%	11	↓ - 90.8%	1	→ 0.0%
19530	\$159,900	↓ - 5.7%	86.7%	↓ - 6.0%	167	↑ + 14.5%	12	↓ - 20.0%
19533	\$160,000	↓ - 7.2%	93.3%	↑ + 1.5%	148	↑ + 41.8%	19	↑ + 35.7%
19534	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19535	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19536	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19538	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19539	\$211,000	↑ + 14.8%	89.4%	↑ + 3.3%	122	↓ - 0.7%	8	↑ + 33.3%
19540	\$109,000	↓ - 42.3%	85.5%	↓ - 2.9%	230	↑ + 106.1%	11	↓ - 52.2%
19541	\$141,437	→ 0.0%	79.7%	→ 0.0%	159	→ 0.0%	8	↑ + 700.0%
19542	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19543	\$315,000	↑ + 34.5%	91.5%	↓ - 0.6%	162	↑ + 18.5%	9	↑ + 12.5%
19544	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19545	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19547	\$236,500	↓ - 18.0%	86.9%	↑ + 3.5%	227	↑ + 2172.5%	4	↑ + 100.0%
19548	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19550	\$195,000	→ 0.0%	72.2%	→ 0.0%	479	→ 0.0%	1	→ 0.0%
19551	\$113,450	↓ - 35.0%	90.9%	↓ - 5.1%	110	↑ + 45.9%	10	↓ - 16.7%

# Marketwatch Report

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## Berks County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19554	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19555	\$150,000	↑ + 3.8%	90.2%	↓ - 6.0%	97	↓ - 22.4%	5	↑ + 25.0%
19559	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19560	\$90,500	↓ - 37.5%	87.7%	↓ - 4.6%	102	↓ - 7.3%	15	→ 0.0%
19562	\$140,000	↑ + 7.3%	76.1%	↓ - 19.4%	115	↓ - 22.3%	3	↓ - 50.0%
19564	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19565	\$147,200	↓ - 16.8%	90.4%	↓ - 3.4%	141	↑ + 71.5%	26	↑ + 36.8%
19567	\$123,950	↓ - 22.5%	87.4%	↓ - 1.3%	207	↑ + 32.7%	18	↑ + 80.0%
19601	\$29,000	↑ + 1.8%	84.5%	↓ - 3.9%	135	↑ + 39.5%	49	↑ + 32.4%
19602	\$21,500	↓ - 8.5%	82.4%	↓ - 3.8%	152	↑ + 15.4%	27	↑ + 8.0%
19603	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19604	\$33,000	↓ - 5.4%	86.4%	↓ - 0.4%	106	↑ + 12.1%	53	↑ + 1.9%
19605	\$138,300	↓ - 15.7%	90.4%	↓ - 1.7%	103	↓ - 32.8%	47	↑ + 14.6%
19606	\$138,000	↓ - 7.1%	89.8%	↓ - 1.1%	156	↑ + 5.2%	66	→ 0.0%
19607	\$136,600	↑ + 9.3%	90.1%	↑ + 1.5%	165	↑ + 34.1%	62	↑ + 21.6%
19608	\$211,400	↑ + 5.8%	90.5%	↓ - 2.7%	123	↑ + 9.1%	37	↓ - 5.1%
19609	\$142,650	↓ - 13.0%	89.5%	↓ - 0.3%	157	↑ + 67.0%	28	↑ + 33.3%
19610	\$165,000	↓ - 20.7%	86.4%	↓ - 4.5%	156	↓ - 12.8%	42	↓ - 4.5%
19611	\$76,950	↓ - 18.1%	88.1%	↓ - 1.0%	168	↑ + 70.3%	21	↓ - 22.2%
19612	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

## Q4-2011

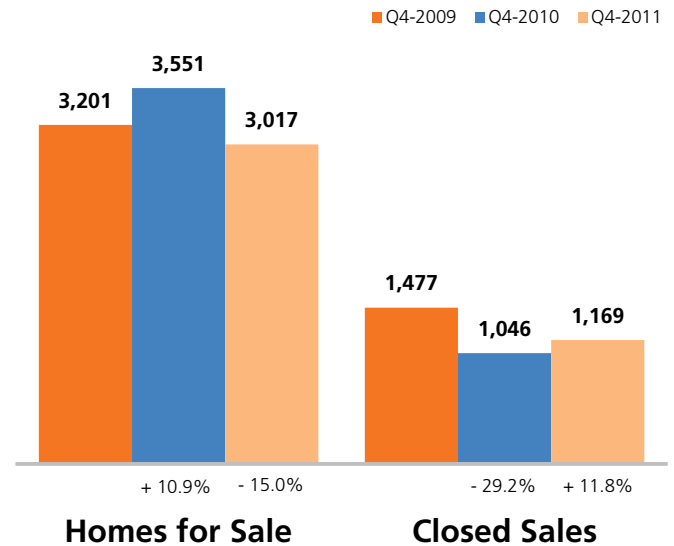


## Bucks County, PA

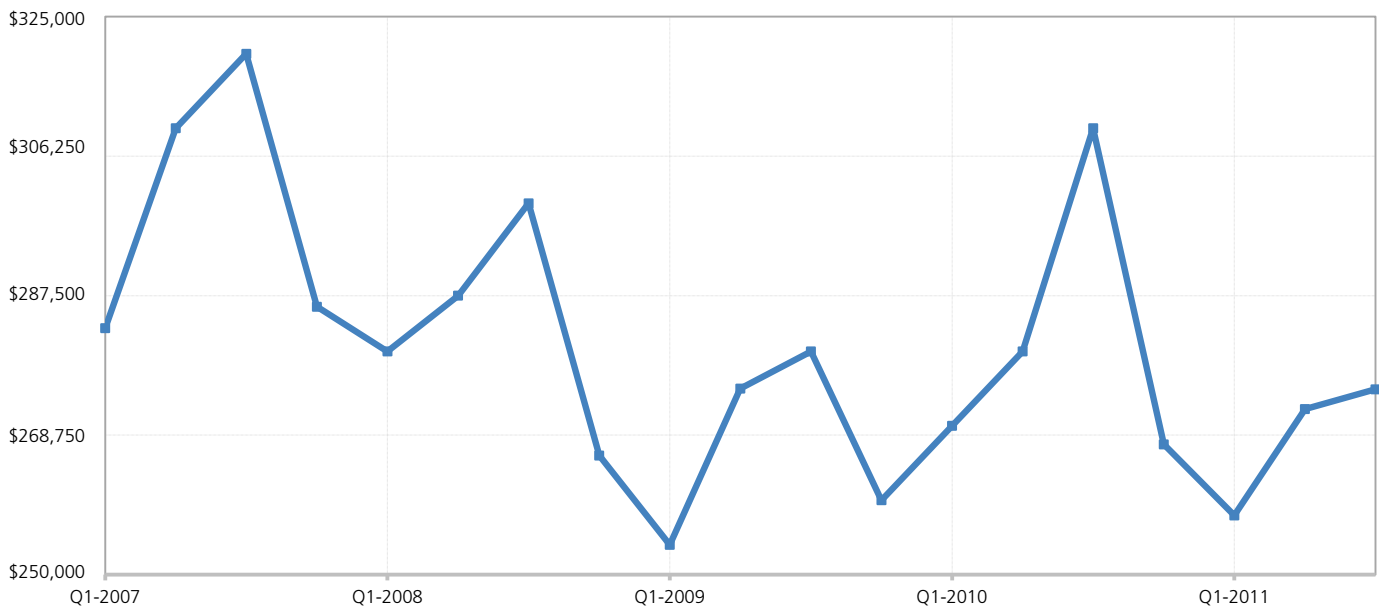
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$255,000	- 4.7%
Average Sales Price	\$303,921	- 4.1%
Pct. of Orig. Price Received	90.1%	- 0.8%
Homes for Sale	3,017	- 15.0%
Closed Sales	1,169	+ 11.8%
Months Supply	7.4	- 11.9%
Avg. Prop. Mktg. Period	132	+ 4.9%

### Market Activity



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



# Marketwatch Report

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## Bucks County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
18036	\$400,000	↑ +95.6%	94.5%	↓ -8.4%	70	↑ +202.9%	3	↑ +50.0%
18039	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18041	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18054	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18055	\$160,000	→ 0.0%	100.1%	→ 0.0%	21	→ 0.0%	1	→ 0.0%
18073	\$273,000	↑ +137.4%	85.5%	↓ -3.4%	317	↑ +53.1%	2	↑ +100.0%
18077	\$409,000	↑ +46.3%	86.2%	↑ +7.7%	282	↑ +11.9%	2	↑ +100.0%
18081	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18901	\$327,500	↑ +7.6%	89.1%	↓ -0.8%	160	↑ +22.1%	84	↑ +33.3%
18902	\$420,500	↑ +2.9%	92.0%	↑ +0.7%	141	↓ -9.1%	34	↓ -32.0%
18910	\$252,000	→ 0.0%	84.3%	→ 0.0%	175	→ 0.0%	1	→ 0.0%
18911	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18912	\$368,000	↓ -24.9%	90.2%	↓ -6.2%	119	↑ +600.0%	2	↑ +100.0%
18913	\$900,000	↑ +73.1%	75.0%	↓ -0.8%	60	↓ -81.7%	1	↓ -66.7%
18914	\$293,000	↓ -8.4%	90.6%	→ +0.1%	156	↑ +26.3%	50	↑ +92.3%
18916	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18917	\$300,500	↓ -10.3%	92.5%	↑ +3.4%	41	↓ -58.5%	4	↑ +100.0%
18920	\$885,000	↑ +60.0%	53.6%	↓ -43.1%	450	↑ +58.5%	1	↓ -50.0%
18921	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18922	\$285,000	→ 0.0%	81.4%	→ 0.0%	223	→ 0.0%	1	→ 0.0%
18923	\$341,850	↓ -8.8%	96.0%	↑ +6.1%	25	↓ -74.1%	2	↓ -50.0%
18925	\$329,000	↓ -20.4%	88.5%	↓ -2.3%	196	↑ +64.7%	17	↑ +21.4%
18926	\$549,900	→ 0.0%	100.0%	→ 0.0%	19	→ 0.0%	1	→ 0.0%
18927	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18928	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18929	\$323,250	↓ -4.9%	90.3%	↑ +3.3%	106	↓ -10.3%	18	↑ +38.5%
18930	\$254,500	↓ -23.4%	74.8%	↓ -14.5%	3	↓ -97.0%	2	→ 0.0%
18931	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18932	\$515,000	→ 0.0%	103.5%	→ 0.0%	34	→ 0.0%	2	→ 0.0%
18933	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18934	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18935	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18938	\$615,000	↑ +18.8%	84.8%	↓ -5.0%	184	↓ -5.8%	33	↑ +17.9%
18940	\$370,000	↑ +8.8%	91.3%	↓ -1.7%	142	↑ +37.5%	70	↑ +14.8%
18942	\$250,000	↓ -12.9%	80.2%	↓ -4.9%	215	↑ +15.9%	9	↑ +125.0%
18943	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18944	\$246,500	↑ +1.9%	91.0%	↑ +0.4%	188	↑ +27.5%	50	↑ +61.3%
18946	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18947	\$336,000	↓ -12.0%	88.6%	↑ +10.2%	110	↓ -48.4%	11	↑ +10.0%
18949	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18950	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18951	\$199,000	↓ -6.1%	89.9%	↓ -2.6%	148	↑ +14.0%	71	↑ +2.9%
18953	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

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### Bucks County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
18954	\$352,500	↓ -8.4%	90.2%	↑ +1.3%	126	↓ -11.9%	8	↓ -50.0%
18955	\$125,300	↓ -22.2%	84.2%	↓ -8.8%	108	↓ -28.0%	2	→ 0.0%
18956	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18960	\$192,500	↓ -20.5%	92.4%	↓ -2.3%	81	↓ -29.1%	26	↑ +4.0%
18962	\$310,000	→ 0.0%	94.0%	→ 0.0%	49	→ 0.0%	1	→ 0.0%
18963	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18964	\$270,000	→ 0.0%	98.2%	→ 0.0%	8	→ 0.0%	1	→ 0.0%
18966	\$275,000	↓ -1.0%	91.3%	↓ -0.4%	88	↓ -17.5%	73	↑ +14.1%
18968	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18969	\$219,000	↑ +36.0%	88.1%	↓ -8.4%	188	↑ +82.3%	6	↓ -33.3%
18970	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18972	\$234,500	↓ -35.9%	85.0%	→ +0.1%	236	↑ +73.2%	10	↑ +25.0%
18974	\$260,000	↓ -4.5%	91.0%	→ +0.0%	115	↓ -10.0%	75	↑ +17.2%
18976	\$280,000	↓ -10.0%	92.7%	↑ +0.3%	85	↓ -24.6%	27	↓ -25.0%
18977	\$496,250	↓ -0.4%	91.1%	↑ +2.4%	168	↑ +44.4%	10	↑ +11.1%
18980	\$643,000	↑ +45.7%	98.9%	↑ +6.5%	13	↓ -89.9%	1	↓ -50.0%
18981	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18991	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19006	\$250,000	↓ -5.7%	87.3%	↑ +21.7%	165	↓ -29.0%	4	↑ +100.0%
19007	\$129,075	↓ -16.7%	81.3%	↓ -5.7%	184	↑ +52.7%	30	↑ +25.0%
19020	\$210,000	↓ -6.5%	92.3%	↑ +2.1%	99	↓ -11.3%	58	↓ -6.5%
19021	\$141,000	↓ -14.5%	84.6%	↓ -5.6%	102	↓ -17.8%	16	↓ -5.9%
19030	\$227,500	↓ -6.0%	91.2%	↓ -2.1%	118	↑ +27.1%	26	↑ +100.0%
19040	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19047	\$300,000	↑ +9.4%	91.3%	→ +0.1%	105	↓ -35.6%	53	↓ -5.4%
19048	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19049	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19053	\$251,000	↓ -6.6%	89.1%	↓ -1.2%	151	↑ +18.8%	37	↓ -7.5%
19054	\$202,950	↑ +9.4%	91.7%	↓ -1.4%	90	↑ +18.7%	40	↑ +53.8%
19055	\$169,000	↓ -2.3%	89.6%	↓ -2.1%	117	↑ +7.5%	29	↓ -3.3%
19056	\$211,000	↑ +9.3%	89.8%	↑ +1.4%	146	↑ +52.1%	30	↑ +3.4%
19057	\$160,000	→ -0.0%	91.9%	↓ -1.1%	113	↑ +3.6%	32	↑ +52.4%
19058	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19067	\$279,000	↓ -12.3%	89.9%	↓ -1.9%	121	↑ +9.2%	98	↑ +14.0%
19440	\$334,638	↓ -5.1%	90.5%	↑ +7.4%	140	↓ -56.1%	4	→ 0.0%
19454	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

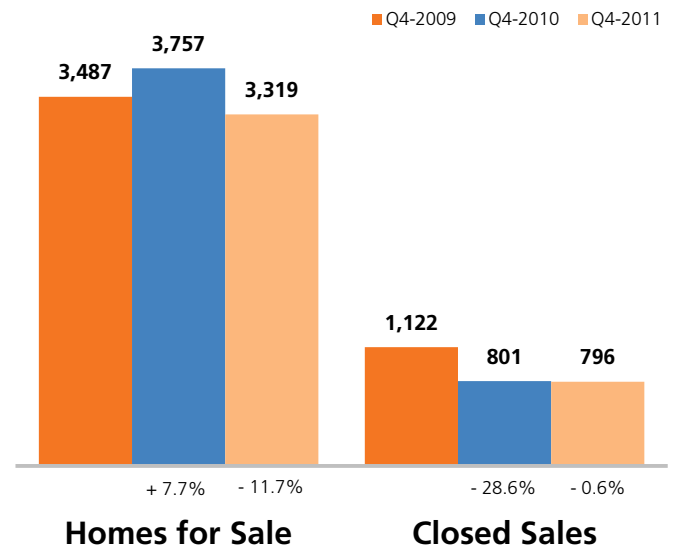
## Q4-2011



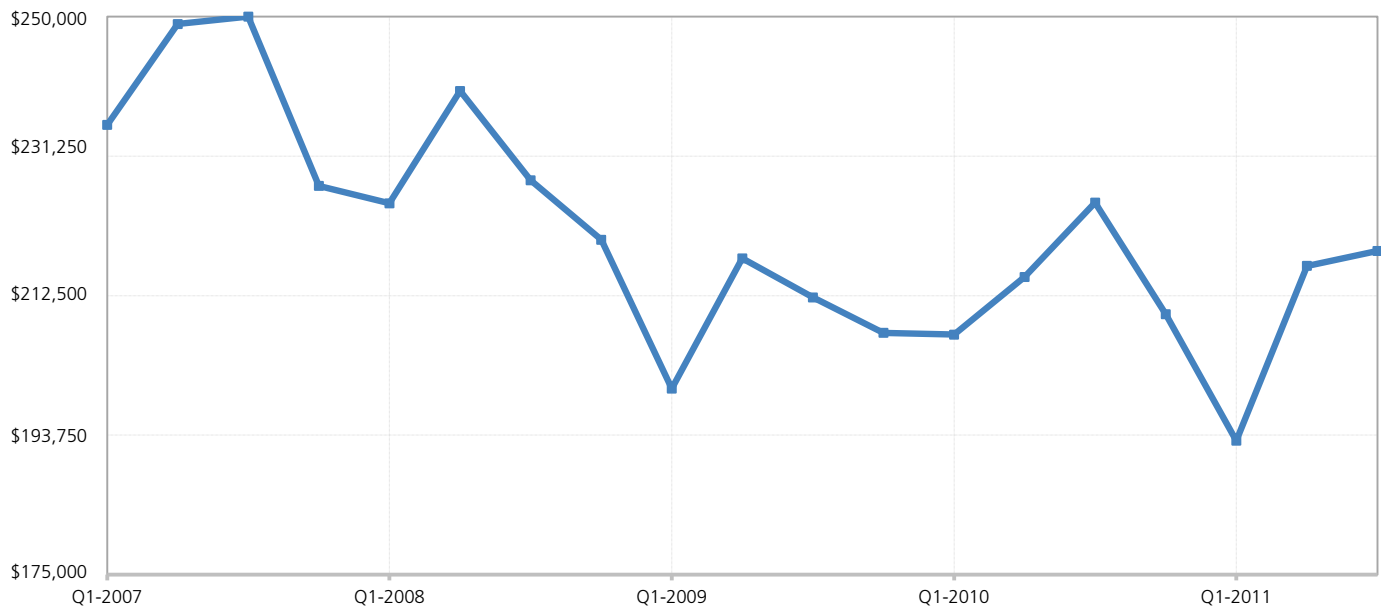
## Burlington County, NJ

Key Metrics	Q4-2011	1-Yr Chg
Median Sales Price	\$200,000	- 4.8%
Average Sales Price	\$230,021	- 6.2%
Pct. of Orig. Price Received	88.2%	- 0.9%
Homes for Sale	3,319	- 11.7%
Closed Sales	796	- 0.6%
Months Supply	11.4	- 7.4%
Avg. Prop. Mktg. Period	160	+ 6.7%

### Market Activity



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



# Marketwatch Report

## Q4-2011



## Burlington County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
08010	\$120,500	↓ -2.8%	86.6%	↑ +11.0%	171	↓ -40.1%	15	↓ -16.7%
08011	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08015	\$159,950	↑ +6.7%	88.6%	↓ -1.4%	145	↑ +38.0%	33	↓ -8.3%
08016	\$195,000	↑ +2.6%	86.1%	↓ -1.6%	164	↑ +4.8%	55	↑ +19.6%
08019	\$271,000	↑ +247.9%	75.5%	↓ -22.6%	495	↑ +526.6%	1	→ 0.0%
08022	\$241,500	↑ +19.5%	86.0%	↑ +1.1%	197	↓ -15.0%	27	↑ +22.7%
08036	\$265,000	↑ +17.5%	89.5%	↑ +0.8%	152	↑ +117.7%	17	↑ +70.0%
08041	\$380,000	→ 0.0%	85.5%	→ 0.0%	72	→ 0.0%	3	→ 0.0%
08042	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08046	\$132,900	↑ +25.7%	85.1%	↑ +0.3%	144	↑ +14.5%	55	↑ +3.8%
08048	\$150,000	↓ -50.5%	86.5%	↓ -0.3%	148	↓ -4.9%	19	↓ -32.1%
08052	\$149,900	↓ -2.0%	89.9%	↑ +0.9%	172	↑ +34.9%	23	↑ +4.5%
08053	\$235,000	↓ -1.8%	91.2%	↓ -0.1%	144	↑ +4.2%	86	↓ -4.4%
08054	\$205,000	↓ -4.7%	89.3%	↓ -1.3%	162	↑ +24.4%	104	↓ -11.1%
08055	\$299,350	↓ -15.3%	89.9%	↓ -1.4%	173	↓ -0.4%	60	↑ +1.7%
08057	\$415,500	↓ -16.6%	86.0%	↓ -3.7%	187	↑ +8.9%	36	→ 0.0%
08060	\$185,000	↓ -15.3%	89.1%	↓ -1.9%	161	↓ -12.7%	43	→ 0.0%
08064	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
08065	\$140,850	↓ -9.1%	88.7%	↓ -2.0%	180	↑ +44.8%	10	↓ -9.1%
08068	\$189,500	↓ -23.0%	85.7%	↓ -5.6%	217	↑ +32.3%	8	↓ -27.3%
08073	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08075	\$165,000	↓ -10.8%	87.4%	↑ +1.7%	134	↓ -4.7%	47	↓ -11.3%
08076	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08077	\$209,740	↓ -12.6%	88.8%	↓ -2.1%	110	↓ -25.3%	34	↑ +6.3%
08087	\$69,000	→ 0.0%	81.7%	→ 0.0%	65	→ 0.0%	1	→ 0.0%
08088	\$170,000	↓ -29.2%	84.5%	↓ -4.0%	193	↑ +1.6%	57	↑ +21.3%
08215	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08224	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08501	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08505	\$216,000	↓ -7.3%	92.6%	↑ +2.3%	166	↑ +32.3%	34	→ 0.0%
08511	\$200,000	↑ +49.3%	88.9%	↓ -0.6%	0	↓ -100.0%	1	→ 0.0%
08515	\$339,478	↓ -10.9%	90.8%	↓ -4.5%	107	↑ +26.4%	8	↑ +14.3%
08518	\$199,000	↑ +104.1%	92.3%	↑ +8.6%	189	↑ +103.1%	7	↓ -12.5%
08554	\$150,000	↓ -2.0%	83.4%	↓ -6.4%	172	↑ +84.1%	7	↑ +16.7%
08562	\$74,000	↓ -69.5%	83.0%	↓ -15.2%	24	↓ -84.9%	2	↓ -75.0%
08620	\$332,450	→ 0.0%	94.0%	→ 0.0%	106	→ 0.0%	2	→ 0.0%
08640	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08641	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

## Q4-2011

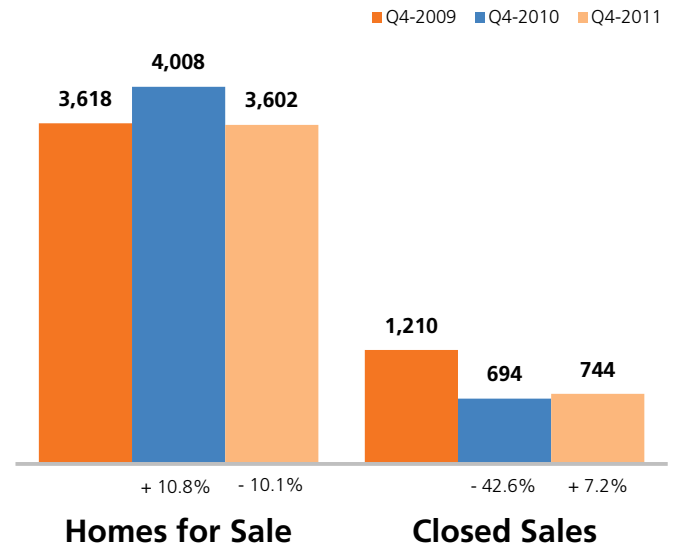


## Camden County, NJ

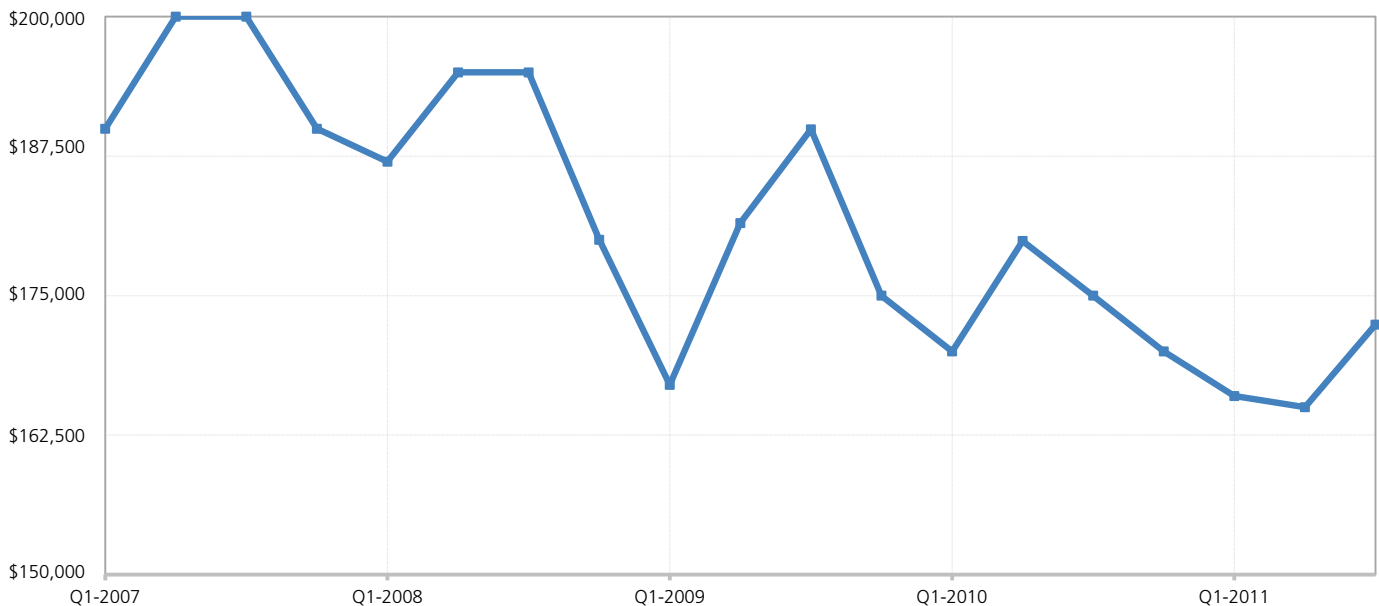
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$160,500	- 5.6%
Average Sales Price	\$184,895	- 1.5%
Pct. of Orig. Price Received	87.4%	- 1.0%
Homes for Sale	3,602	- 10.1%
Closed Sales	744	+ 7.2%
Months Supply	12.8	- 2.9%
Avg. Prop. Mktg. Period	159	+ 16.4%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Camden County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
08002	\$220,000	↑ + 6.8%	89.1%	↑ + 1.8%	135	↓ - 16.1%	53	↑ + 43.2%
08003	\$245,000	↓ - 7.9%	86.4%	↓ - 3.1%	207	↑ + 45.8%	45	↓ - 2.2%
08004	\$129,500	↓ - 17.5%	85.6%	↓ - 2.5%	171	↑ + 90.6%	18	↑ + 50.0%
08007	\$140,740	↓ - 21.8%	86.6%	↓ - 2.7%	108	↓ - 53.4%	9	↑ + 80.0%
08009	\$197,000	↓ - 3.9%	90.4%	↑ + 6.1%	171	↑ + 13.4%	29	↑ + 26.1%
08012	\$162,000	↓ - 7.4%	91.8%	↑ + 0.5%	161	↑ + 29.9%	28	↑ + 12.0%
08018	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08021	\$101,250	↓ - 21.2%	82.7%	↓ - 2.9%	169	↓ - 5.4%	55	→ 0.0%
08026	\$182,900	↑ + 33.5%	93.6%	↑ + 15.9%	100	↑ + 43.5%	6	↑ + 100.0%
08029	\$146,000	↑ + 10.6%	83.6%	↓ - 5.9%	147	↓ - 10.0%	15	↑ + 200.0%
08030	\$57,450	↓ - 56.5%	78.0%	↓ - 6.1%	184	↑ + 25.5%	16	↓ - 11.1%
08031	\$135,000	↑ + 18.4%	90.9%	↑ + 4.1%	169	↑ + 21.8%	16	↑ + 23.1%
08033	\$372,500	↑ + 12.9%	87.0%	↓ - 1.4%	146	↓ - 2.4%	46	↑ + 31.4%
08034	\$177,100	↓ - 15.7%	88.0%	↓ - 2.0%	104	↑ + 6.4%	27	↓ - 30.8%
08035	\$243,000	↑ + 27.9%	86.0%	↓ - 3.1%	200	↑ + 77.2%	15	↑ + 15.4%
08037	\$143,000	↑ + 7.1%	87.0%	↓ - 4.0%	168	↓ - 30.9%	5	↑ + 25.0%
08043	\$250,000	↓ - 4.6%	87.9%	↓ - 0.2%	132	↓ - 18.3%	31	↓ - 24.4%
08045	\$198,000	↑ + 204.6%	97.1%	↑ + 94.0%	322	↑ + 117.6%	1	→ 0.0%
08049	\$175,000	↑ + 18.6%	85.7%	↓ - 4.0%	111	↓ - 22.3%	6	↓ - 33.3%
08059	\$100,000	↓ - 39.0%	78.6%	↓ - 13.7%	248	↑ + 5.8%	3	↓ - 75.0%
08078	\$126,500	↓ - 27.8%	83.8%	↓ - 3.0%	178	↑ + 40.6%	12	↑ + 20.0%
08081	\$162,000	↓ - 3.9%	88.2%	↓ - 1.5%	198	↑ + 34.9%	97	↑ + 36.6%
08083	\$160,000	↓ - 2.4%	88.5%	↓ - 9.3%	173	↑ + 131.5%	13	↑ + 62.5%
08084	\$130,000	↓ - 15.0%	92.8%	↑ + 8.4%	151	↓ - 14.0%	8	↓ - 27.3%
08089	\$182,500	↑ + 28.1%	91.0%	↑ + 5.9%	162	↑ + 9.8%	4	→ 0.0%
08091	\$180,000	↑ + 17.6%	93.5%	↑ + 1.0%	135	↑ + 103.0%	12	↑ + 9.1%
08095	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08099	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08101	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08102	\$37,263	↓ - 40.6%	77.9%	↑ + 1.7%	141	↓ - 32.6%	5	↑ + 150.0%
08103	\$37,500	↑ + 38.9%	80.3%	↓ - 3.0%	86	↓ - 2.0%	10	↓ - 23.1%
08104	\$40,000	↓ - 8.3%	78.1%	↓ - 15.9%	157	↑ + 107.5%	26	↑ + 13.0%
08105	\$40,000	↓ - 16.7%	92.3%	↑ + 10.8%	103	↓ - 8.8%	13	↓ - 7.1%
08106	\$180,000	→ 0.0%	87.2%	↑ + 1.2%	158	↑ + 49.7%	16	↓ - 5.9%
08107	\$154,500	↑ + 26.1%	89.5%	→ + 0.1%	191	↑ + 48.3%	18	↓ - 10.0%
08108	\$221,500	↑ + 18.1%	90.9%	↑ + 1.6%	131	↑ + 18.9%	34	↓ - 22.7%
08109	\$153,300	↓ - 1.1%	89.0%	↑ + 1.0%	135	↓ - 9.0%	33	↑ + 6.5%
08110	\$125,000	↓ - 13.8%	89.5%	↓ - 4.5%	144	↑ + 52.2%	19	→ 0.0%

# Marketwatch Report

## Q4-2011

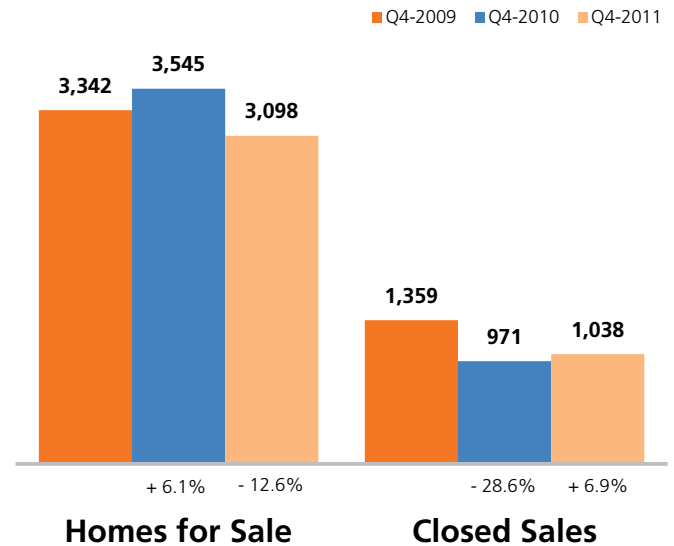


## Chester County, PA

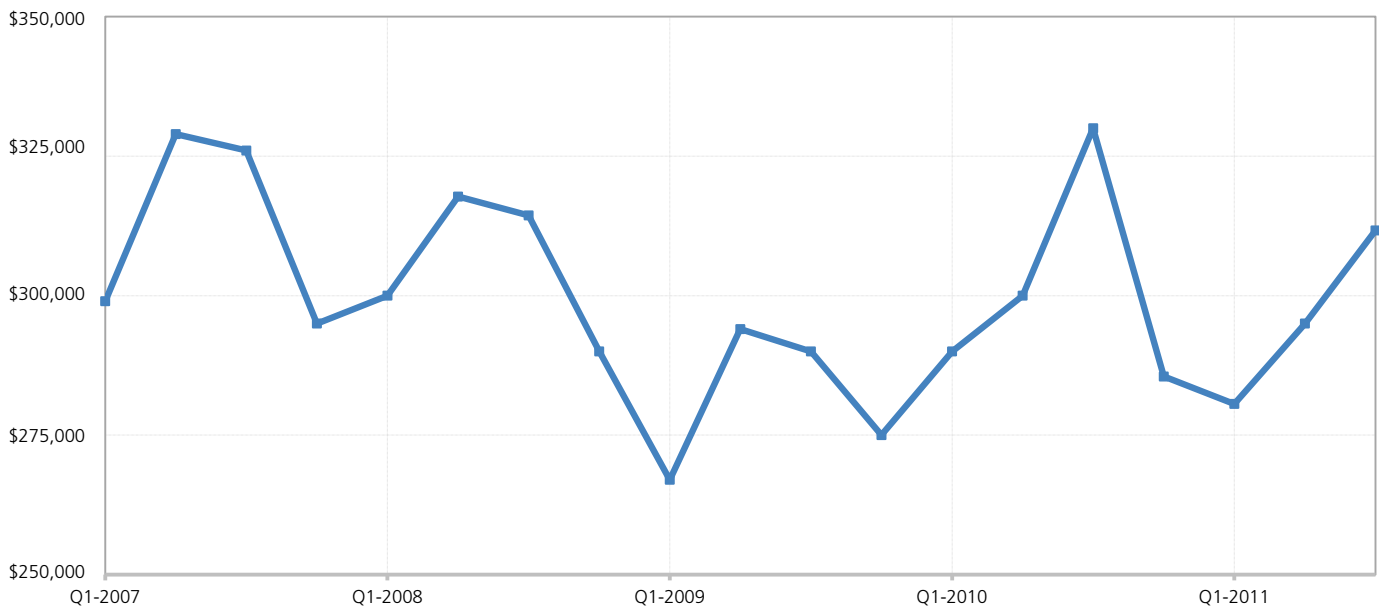
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$294,358	+ 3.1%
Average Sales Price	\$332,529	- 4.8%
Pct. of Orig. Price Received	91.1%	- 0.3%
Homes for Sale	3,098	- 12.6%
Closed Sales	1,038	+ 6.9%
Months Supply	8.5	- 8.9%
Avg. Prop. Mktg. Period	130	+ 2.1%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Chester County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
17527	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19073	\$285,250	↓ -77.1%	92.5%	↑ +7.7%	77	↓ -64.2%	6	↑ +50.0%
19087	\$301,250	↓ -35.7%	91.4%	↓ -2.3%	108	↑ +7.2%	52	↑ +26.8%
19301	\$242,500	↓ -7.3%	87.7%	↓ -2.8%	165	↑ +8.9%	24	↑ +71.4%
19310	\$244,000	↑ +95.2%	100.7%	↑ +12.6%	190	↑ +52.0%	3	↓ -40.0%
19311	\$248,255	↓ -31.0%	90.0%	↓ -7.0%	123	↑ +115.8%	13	↑ +8.3%
19312	\$456,500	↓ -2.8%	88.5%	↓ -2.9%	122	↓ -0.9%	30	↑ +7.1%
19316	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19317	\$421,000	↑ +13.6%	86.5%	↓ -3.0%	155	↑ +5.9%	14	→ 0.0%
19318	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19319	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19320	\$215,000	↑ +13.2%	91.7%	↑ +2.5%	156	↑ +27.1%	98	↑ +16.7%
19330	\$245,000	↑ +13.3%	97.9%	↑ +4.2%	94	↑ +40.5%	7	↑ +16.7%
19333	\$403,350	↑ +0.2%	88.4%	↓ -3.7%	143	↑ +12.3%	20	↓ -28.6%
19335	\$276,963	↓ -10.7%	94.0%	↑ +1.5%	122	↓ -2.2%	132	↑ +25.7%
19341	\$285,000	↓ -8.1%	90.8%	↓ -3.1%	84	↓ -12.2%	29	↑ +7.4%
19342	\$406,000	→ 0.0%	101.5%	→ 0.0%	12	→ 0.0%	1	→ 0.0%
19343	\$366,650	↓ -13.7%	91.9%	↓ -0.3%	166	↓ -27.0%	22	↑ +100.0%
19344	\$230,000	↑ +2.2%	95.6%	↑ +2.3%	108	↓ -42.2%	17	↑ +13.3%
19345	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19346	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19347	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19348	\$306,795	↓ -5.4%	91.0%	↓ -0.6%	129	↓ -4.2%	43	↑ +13.2%
19350	\$314,900	↓ -18.3%	89.4%	↓ -0.7%	203	↑ +67.9%	25	↑ +47.1%
19351	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19352	\$295,000	↓ -11.9%	90.7%	↓ -3.3%	124	↑ +37.4%	15	→ 0.0%
19353	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19354	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19355	\$395,000	↓ -2.8%	91.4%	↑ +3.3%	122	↓ -26.6%	55	↑ +10.0%
19357	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19358	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19360	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19362	\$131,000	↓ -42.4%	79.9%	↓ -12.4%	206	↑ +78.5%	4	→ 0.0%
19363	\$203,750	↓ -5.2%	83.1%	↓ -9.4%	181	↑ +109.3%	16	↓ -23.8%
19365	\$114,470	↑ +1.1%	88.3%	↑ +1.6%	131	↓ -3.2%	8	↓ -42.9%
19366	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19367	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19369	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19371	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19372	\$240,000	↑ +6.0%	90.9%	↓ -3.7%	153	↓ -22.6%	7	↑ +600.0%
19374	\$217,500	↑ +81.3%	82.9%	↑ +20.8%	73	↓ -89.9%	2	↑ +100.0%
19375	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19376	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

Q4-2011



## Chester County, PA ZIP Codes Cont.

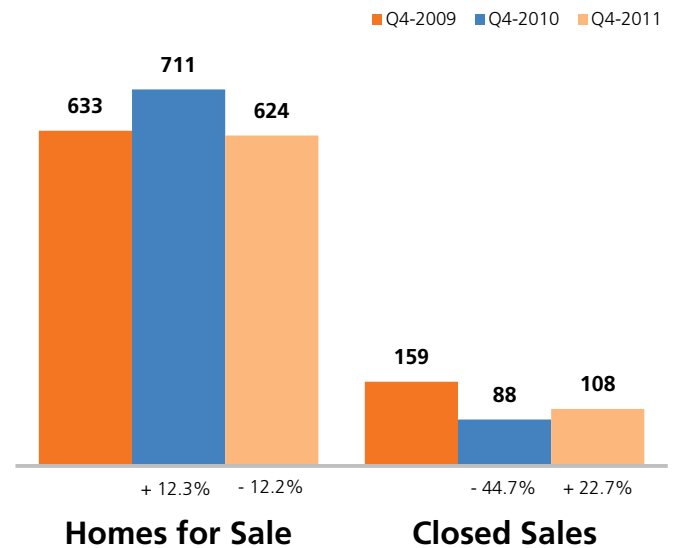
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19380	\$315,000	↑ + 0.6%	90.1%	↓ - 3.0%	128	↑ + 9.8%	106	↑ + 10.4%
19381	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19382	\$338,750	↑ + 5.9%	91.1%	↑ + 0.2%	140	↑ + 7.4%	112	↑ + 1.8%
19383	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19388	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19390	\$299,000	↑ + 11.1%	92.6%	↑ + 2.0%	118	↓ - 18.0%	19	↓ - 13.6%
19395	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19397	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19398	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19399	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19421	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19425	\$415,000	↑ + 7.5%	92.4%	↑ + 3.2%	113	↓ - 23.9%	37	↑ + 8.8%
19432	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19442	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19457	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19460	\$236,000	↑ + 9.3%	90.4%	↓ - 0.3%	101	↓ - 10.5%	72	↓ - 7.7%
19465	\$250,000	↓ - 5.8%	89.9%	↓ - 2.6%	125	↓ - 14.7%	27	↓ - 34.1%
19470	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19475	\$190,000	↓ - 5.0%	94.0%	↑ + 4.4%	120	↑ + 0.2%	11	↓ - 42.1%
19480	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19481	\$357,500	→ 0.0%	87.4%	→ 0.0%	130	→ 0.0%	2	→ 0.0%
19482	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19493	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19494	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19495	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19496	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19520	\$272,500	↑ + 10.3%	90.2%	↑ + 1.4%	97	↓ - 23.4%	8	↓ - 33.3%
19543	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%

## Cumberland County, NJ

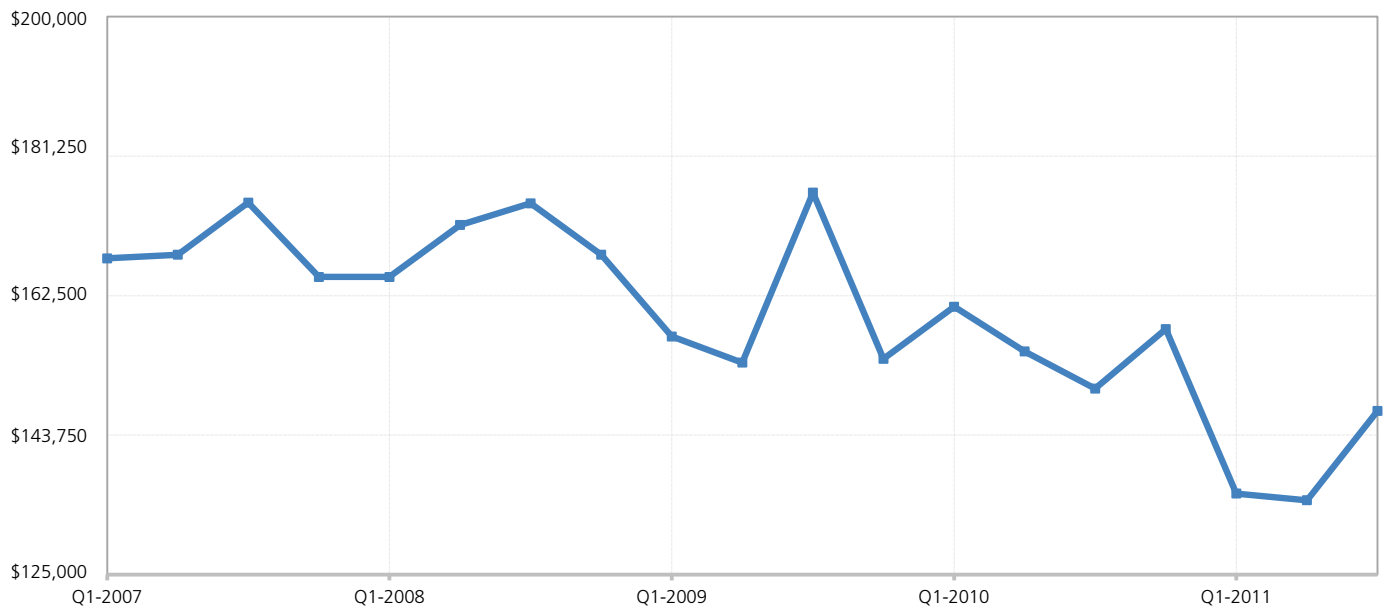
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$157,000	- 0.6%
Average Sales Price	\$164,317	+ 0.0%
Pct. of Orig. Price Received	88.9%	- 0.4%
Homes for Sale	624	- 12.2%
Closed Sales	108	+ 22.7%
Months Supply	17.5	- 4.8%
Avg. Prop. Mktg. Period	138	+ 1.4%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Cumberland County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
08302	\$150,000	↑ + 3.9%	88.3%	↑ + 1.1%	174	↑ + 69.0%	37	↑ + 117.6%
08311	\$92,000	↓ - 57.3%	93.9%	↑ + 9.7%	34	↓ - 91.3%	3	→ 0.0%
08313	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08314	\$195,500	→ 0.0%	91.3%	→ 0.0%	56	→ 0.0%	2	→ 0.0%
08315	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08316	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08320	\$50,500	↓ - 82.0%	59.1%	↓ - 39.1%	86	↑ + 14.7%	1	→ 0.0%
08321	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08323	\$215,000	↑ + 34.4%	79.4%	↓ - 8.5%	107	↑ + 74.9%	3	↑ + 200.0%
08324	\$100,000	→ 0.0%	100.1%	→ 0.0%	169	→ 0.0%	1	→ 0.0%
08327	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08329	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08332	\$95,950	↓ - 33.8%	88.4%	↓ - 0.7%	131	↓ - 26.3%	23	↓ - 20.7%
08344	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08345	\$156,000	→ 0.0%	86.7%	→ 0.0%	81	→ 0.0%	1	→ 0.0%
08348	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08349	\$94,000	↓ - 30.4%	90.5%	↓ - 0.3%	181	↓ - 2.2%	3	↑ + 50.0%
08352	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08353	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08360	\$136,500	↓ - 17.8%	89.2%	↓ - 3.0%	125	↑ + 10.1%	17	↓ - 19.0%
08361	\$219,100	↑ + 25.2%	91.7%	↑ + 3.3%	127	↑ + 106.3%	16	↑ + 23.1%
08362	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

## Q4-2011

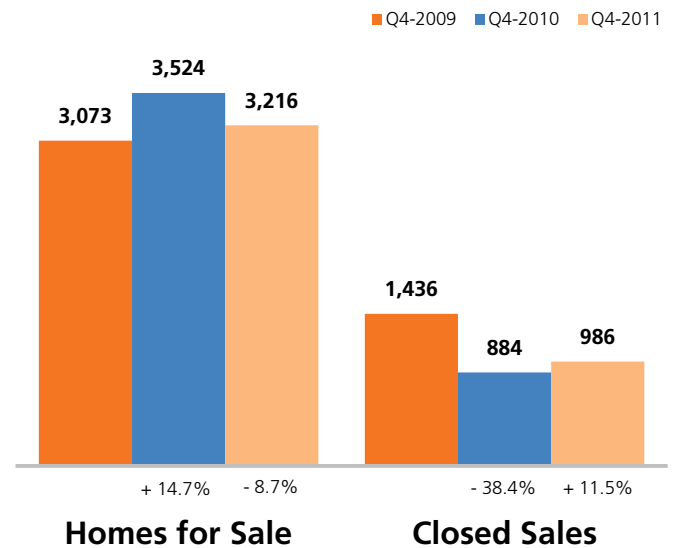


## Delaware County, PA

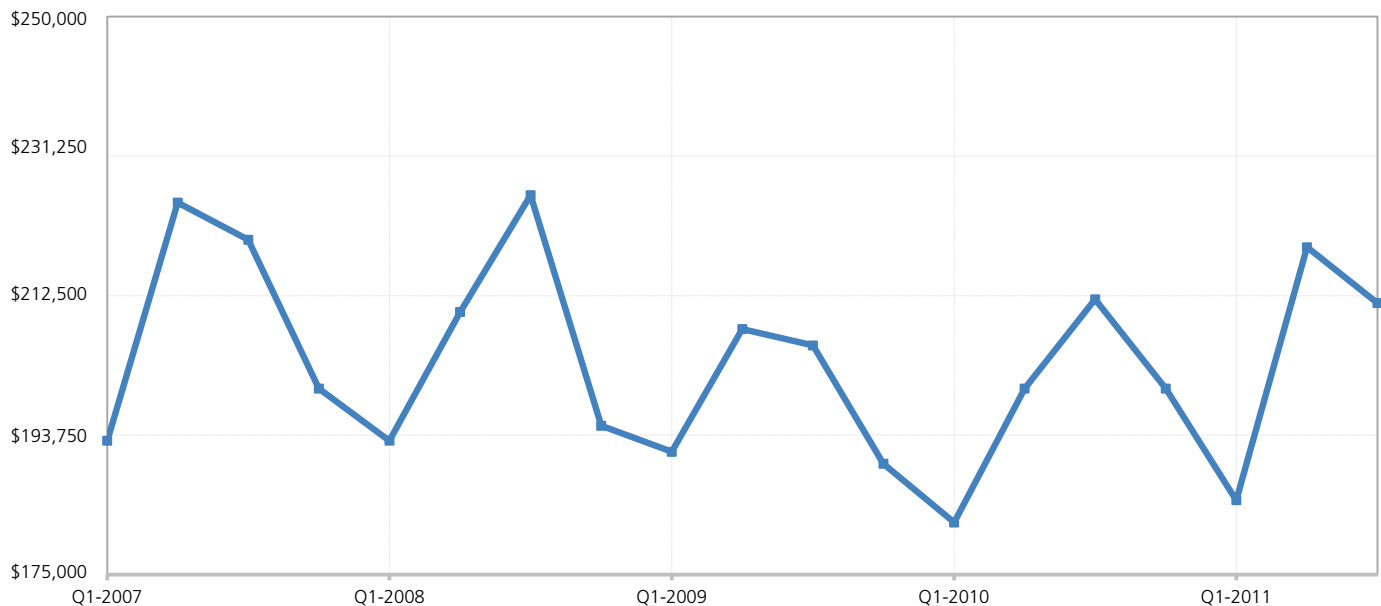
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$181,250	- 9.4%
Average Sales Price	\$232,156	- 13.8%
Pct. of Orig. Price Received	87.8%	- 2.8%
Homes for Sale	3,216	- 8.7%
Closed Sales	986	+ 11.5%
Months Supply	9.3	- 1.9%
Avg. Prop. Mktg. Period	134	+ 11.8%

### Market Activity



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



# Marketwatch Report

## Q4-2011



### Delaware County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19003	\$315,000	↑ + 24.5%	82.7%	↓ - 11.4%	176	↑ + 59.6%	7	↓ - 53.3%
19008	\$315,000	↑ + 3.3%	90.5%	↑ + 1.5%	116	↑ + 10.4%	39	↑ + 56.0%
19010	\$365,000	↑ + 9.0%	89.6%	→ - 0.0%	91	↓ - 21.8%	31	↑ + 14.8%
19013	\$27,300	↓ - 44.3%	90.7%	↑ + 8.0%	113	↑ + 4.6%	26	↑ + 23.8%
19014	\$197,500	↓ - 9.2%	88.0%	↓ - 5.1%	141	↑ + 33.5%	42	↑ + 40.0%
19015	\$120,000	↓ - 29.4%	84.2%	↓ - 8.1%	178	↑ + 38.5%	43	↑ + 72.0%
19016	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19017	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19018	\$129,450	↓ - 15.4%	90.0%	↑ + 4.0%	145	↑ + 1.6%	35	↓ - 5.4%
19022	\$102,000	→ 0.0%	87.3%	↓ - 0.5%	230	↑ + 97.6%	3	↓ - 40.0%
19023	\$36,500	↑ + 4.3%	82.5%	↓ - 3.6%	132	↑ + 45.2%	28	↓ - 6.7%
19026	\$141,600	↓ - 15.0%	87.7%	↓ - 0.3%	135	↓ - 1.7%	47	↑ + 14.6%
19028	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19029	\$124,000	↑ + 17.0%	84.5%	↓ - 1.6%	166	↑ + 131.4%	11	↑ + 37.5%
19032	\$74,900	↓ - 25.0%	83.4%	↓ - 11.5%	115	↑ + 52.7%	11	↓ - 15.4%
19033	\$175,000	↓ - 6.4%	86.9%	↓ - 6.9%	115	↓ - 8.0%	11	↓ - 8.3%
19036	\$122,000	↓ - 4.3%	88.5%	↑ + 0.9%	113	↑ + 10.0%	31	↑ + 19.2%
19037	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19039	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19041	\$750,000	↓ - 11.8%	101.4%	↑ + 4.0%	108	↓ - 9.5%	11	↓ - 47.6%
19043	\$197,450	↑ + 41.8%	96.3%	↑ + 4.2%	66	↓ - 57.5%	2	↓ - 50.0%
19050	\$90,550	↓ - 12.7%	84.9%	↓ - 5.0%	158	↑ + 30.5%	58	↑ + 20.8%
19052	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19060	\$430,000	↑ + 10.0%	88.0%	↓ - 5.4%	170	↑ + 9.2%	5	↓ - 16.7%
19061	\$162,450	↓ - 28.8%	88.6%	↓ - 2.3%	143	↑ + 3.1%	60	↑ + 15.4%
19063	\$276,000	↓ - 13.8%	90.8%	↓ - 1.0%	100	↓ - 14.8%	72	↑ + 12.5%
19064	\$230,000	↓ - 6.2%	90.5%	↓ - 2.2%	160	↑ + 57.7%	53	↑ + 32.5%
19065	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19070	\$149,500	↓ - 30.5%	85.9%	↓ - 2.9%	140	↑ + 39.8%	6	↓ - 33.3%
19073	\$285,000	↓ - 18.6%	88.3%	↓ - 3.2%	117	↓ - 15.8%	29	↓ - 6.5%
19074	\$124,350	↓ - 26.9%	90.6%	↓ - 1.8%	135	↑ + 34.9%	8	↓ - 38.5%
19076	\$114,500	↓ - 18.2%	79.5%	↓ - 14.1%	174	↑ + 90.3%	8	↑ + 14.3%
19078	\$138,700	↓ - 14.4%	85.0%	↓ - 6.2%	145	↓ - 13.0%	22	↑ + 29.4%
19079	\$72,500	↓ - 33.8%	83.8%	↓ - 11.9%	171	↑ + 67.7%	15	↑ + 15.4%
19080	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19081	\$270,000	↑ + 64.6%	90.5%	↓ - 1.0%	119	↑ + 86.2%	13	↓ - 7.1%
19082	\$60,000	↓ - 27.3%	81.6%	↓ - 8.5%	116	↑ + 16.3%	63	↑ + 31.3%
19083	\$249,900	↑ + 0.4%	89.3%	↓ - 2.1%	135	↑ + 32.6%	87	↑ + 14.5%
19085	\$685,000	↓ - 8.7%	85.5%	↓ - 4.9%	99	↑ + 13.0%	5	→ 0.0%
19086	\$271,750	↑ + 18.2%	89.3%	↑ + 3.4%	175	↑ + 8.6%	26	↑ + 73.3%
19087	\$455,000	↓ - 26.0%	90.0%	↑ + 0.2%	94	↓ - 52.4%	21	↓ - 27.6%
19088	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19089	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

## Q4-2011



## Delaware County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19091	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19094	\$123,500	↓ -20.3%	80.5%	↓ -7.7%	132	↑ +6.1%	5	→ 0.0%
19096	\$272,500	↓ -23.2%	89.4%	↓ -5.1%	100	↑ +54.9%	2	↓ -50.0%
19098	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19113	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19317	\$399,500	↓ -9.4%	89.1%	↑ +2.0%	99	↓ -36.3%	10	↓ -9.1%
19319	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19331	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19339	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19340	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19342	\$310,000	↓ -3.1%	87.6%	↓ -4.6%	129	↓ -13.2%	37	↑ +27.6%
19373	\$800,000	↑ +56.1%	88.9%	↓ -6.0%	427	↑ +255.3%	1	↓ -83.3%

# Marketwatch Report

## Q4-2011

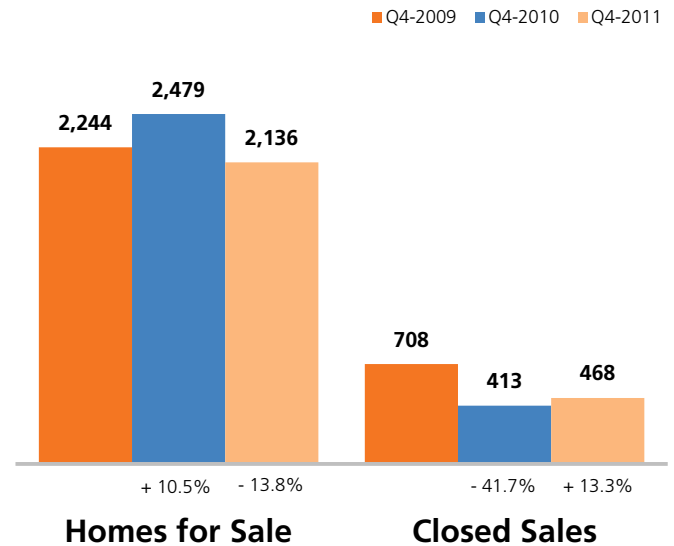


## Gloucester County, NJ

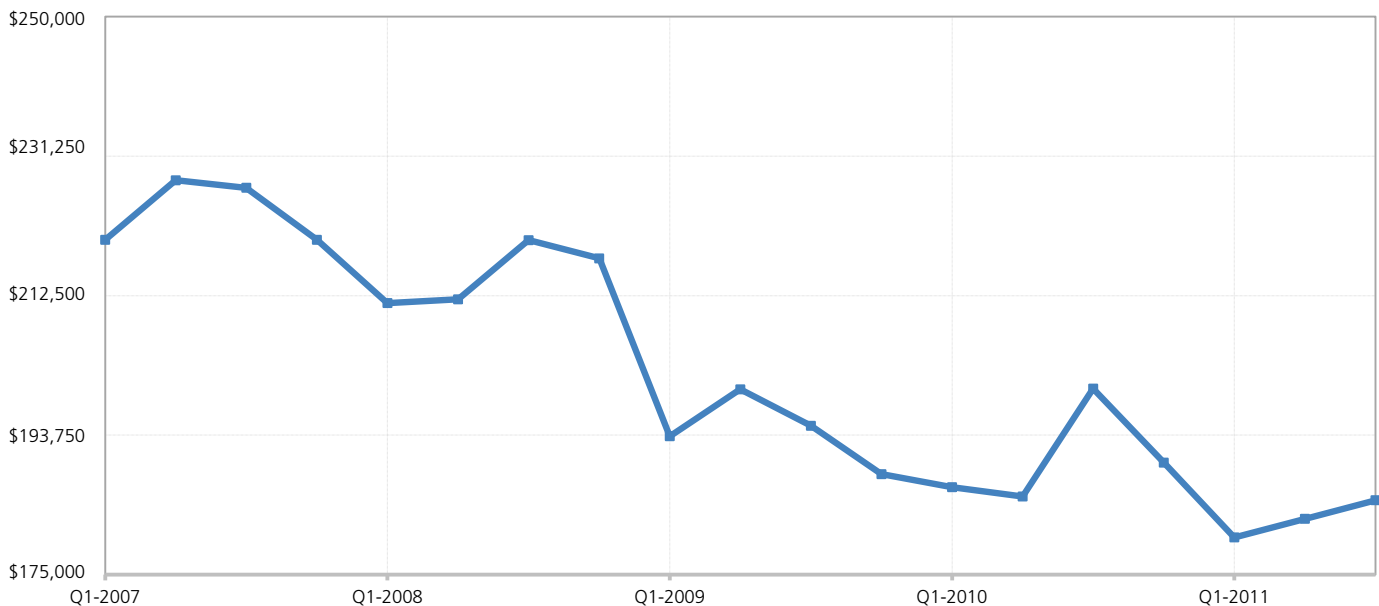
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$177,000	- 6.9%
Average Sales Price	\$198,557	- 4.6%
Pct. of Orig. Price Received	89.5%	- 0.1%
Homes for Sale	2,136	- 13.8%
Closed Sales	468	+ 13.3%
Months Supply	11.7	- 18.0%
Avg. Prop. Mktg. Period	168	+ 20.8%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Gloucester County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
08012	\$156,000	↓ - 28.3%	89.4%	↓ - 3.6%	122	↓ - 5.6%	25	↑ + 31.6%
08014	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08020	\$280,000	→ 0.0%	88.4%	→ 0.0%	170	→ 0.0%	5	→ 0.0%
08025	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08027	\$115,000	↓ - 11.5%	78.7%	↓ - 14.2%	188	↑ + 65.7%	3	↓ - 72.7%
08028	\$187,500	↑ + 4.3%	91.8%	↑ + 4.8%	137	↑ + 10.3%	37	↑ + 42.3%
08032	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08039	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08051	\$145,000	↓ - 9.4%	89.5%	↓ - 0.4%	123	↓ - 37.0%	21	→ 0.0%
08056	\$349,990	↓ - 22.4%	89.1%	↓ - 4.1%	192	↑ + 592.4%	13	↑ + 225.0%
08061	\$179,495	↓ - 25.2%	90.9%	↓ - 8.9%	136	↑ + 200.6%	8	↑ + 100.0%
08062	\$319,950	↑ + 8.0%	92.0%	↓ - 0.5%	143	↓ - 1.0%	28	→ 0.0%
08063	\$103,500	↑ + 8.9%	85.2%	↓ - 7.2%	200	↑ + 19.3%	5	↑ + 66.7%
08066	\$95,000	↑ + 4.4%	93.2%	↓ - 4.0%	127	↑ + 0.3%	13	↑ + 62.5%
08071	\$135,000	↓ - 18.2%	88.4%	↑ + 1.3%	110	↑ + 2.0%	13	↓ - 23.5%
08074	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08080	\$183,750	↓ - 8.8%	87.8%	→ - 0.0%	194	↑ + 17.2%	70	↑ + 29.6%
08081	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08085	\$250,000	↓ - 2.0%	91.6%	↓ - 0.3%	175	↑ + 27.7%	39	↓ - 18.8%
08086	\$185,000	↓ - 18.7%	86.8%	↓ - 4.5%	287	↑ + 51.4%	7	↓ - 50.0%
08090	\$159,000	↓ - 16.1%	89.4%	↓ - 6.9%	121	↓ - 18.9%	15	↑ + 7.1%
08093	\$128,750	↓ - 3.0%	90.6%	↑ + 7.4%	67	↓ - 21.9%	8	↑ + 33.3%
08094	\$161,000	↓ - 9.6%	89.6%	↑ + 3.5%	202	↑ + 35.3%	59	↑ + 68.6%
08096	\$155,000	↓ - 8.6%	89.1%	↑ + 2.1%	174	↑ + 44.4%	58	↓ - 9.4%
08097	\$157,000	↓ - 15.6%	89.7%	↑ + 0.9%	66	↓ - 54.0%	1	↓ - 80.0%
08312	\$150,000	↑ + 69.0%	87.1%	↑ + 2.8%	210	↑ + 0.5%	19	↑ + 280.0%
08322	\$170,000	↓ - 15.7%	88.7%	↓ - 1.5%	200	↑ + 8.9%	13	↑ + 8.3%
08328	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08343	\$210,000	↓ - 8.0%	97.1%	↑ + 10.6%	182	↑ + 120.6%	3	↓ - 25.0%
08344	\$70,000	↓ - 61.1%	87.6%	↓ - 2.3%	20	↓ - 26.8%	1	↓ - 66.7%
08360	\$250,000	↓ - 43.8%	78.8%	↓ - 18.5%	240	↑ + 253.4%	3	↑ + 200.0%

# Marketwatch Report

## Q4-2011

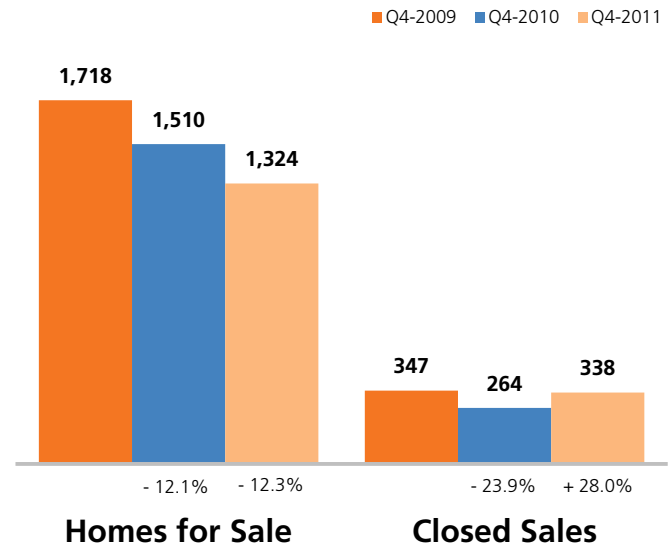


## Kent County, DE

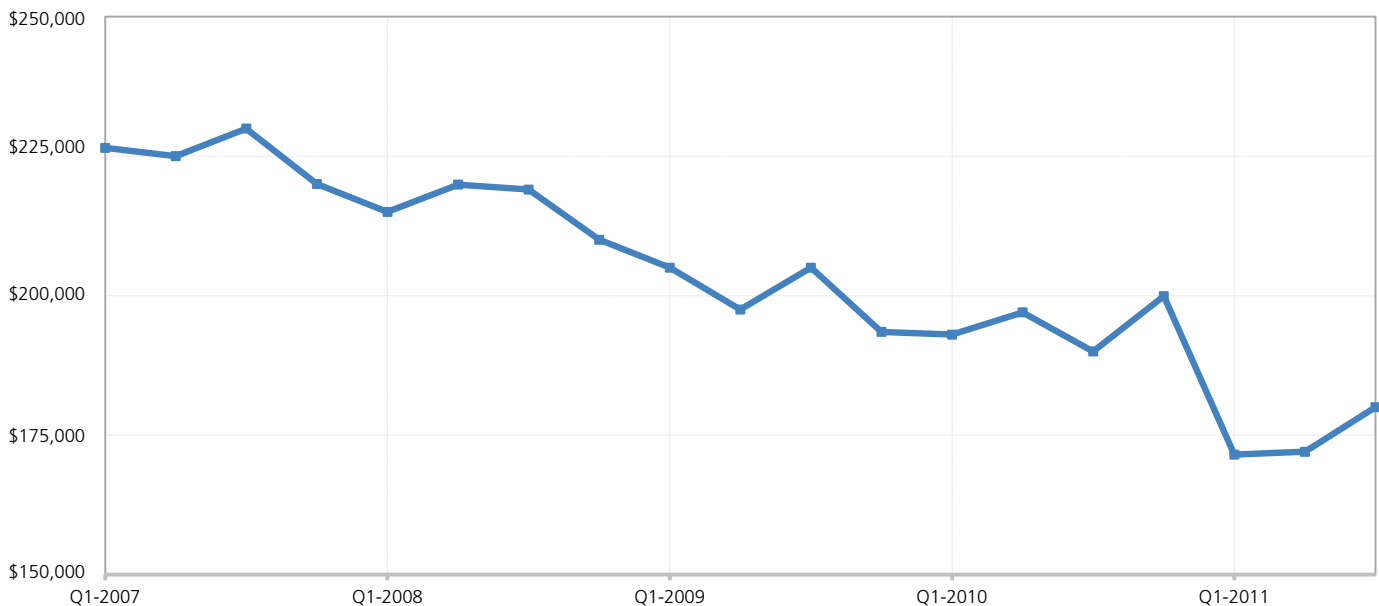
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$168,000	- 16.0%
Average Sales Price	\$173,802	- 12.3%
Pct. of Orig. Price Received	90.0%	- 2.2%
Homes for Sale	1,324	- 12.3%
Closed Sales	338	+ 28.0%
Months Supply	12.8	- 15.1%
Avg. Prop. Mktg. Period	142	+ 8.3%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Kent County, DE ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19901	\$150,000	↓ -20.6%	85.7%	↓ -5.2%	134	↓ -9.7%	67	↑ +48.9%
19902	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19903	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19904	\$161,000	↓ -14.8%	88.0%	↓ -5.8%	138	↓ -4.5%	59	↑ +9.3%
19905	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19906	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19934	\$188,750	↓ -5.6%	92.6%	→ -0.0%	120	↓ -0.8%	32	↑ +45.5%
19936	\$34,000	↓ -8.1%	85.0%	↓ -19.6%	39	↓ -17.0%	1	→ 0.0%
19938	\$162,000	↓ -24.6%	87.5%	↓ -5.4%	158	↑ +59.7%	15	↓ -11.8%
19943	\$192,450	↓ -13.9%	92.8%	↓ -1.3%	88	↓ -24.0%	26	↑ +62.5%
19946	\$160,000	↓ -37.0%	87.2%	↓ -2.5%	162	↑ +133.0%	15	↑ +200.0%
19950	\$324,930	↑ +96.9%	100.0%	↑ +15.5%	94	↓ -64.7%	2	→ 0.0%
19952	\$152,000	↓ -12.9%	90.9%	↓ -4.0%	171	↑ +112.9%	15	↑ +25.0%
19953	\$127,500	↓ -22.0%	82.9%	↓ -7.4%	102	↓ -62.1%	6	↑ +50.0%
19954	\$64,950	↓ -58.1%	102.6%	↑ +6.5%	19	↓ -65.7%	2	↓ -66.7%
19955	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19961	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19962	\$219,900	↑ +4.7%	92.3%	↑ +4.1%	155	↓ -6.0%	29	↑ +38.1%
19963	\$162,700	↑ +51.4%	90.6%	↑ +9.0%	176	↓ -39.4%	14	↑ +250.0%
19964	\$169,900	↑ +19.2%	97.1%	↑ +18.0%	43	↓ -71.3%	1	↓ -66.7%
19977	\$182,495	↓ -8.7%	94.0%	↑ +1.3%	176	↑ +68.6%	54	↑ +5.9%
19979	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
19980	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

## Q4-2011

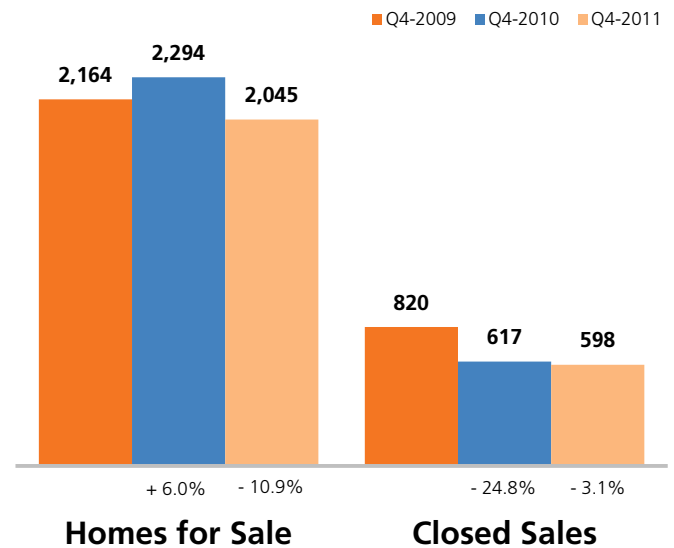


## Mercer County, NJ

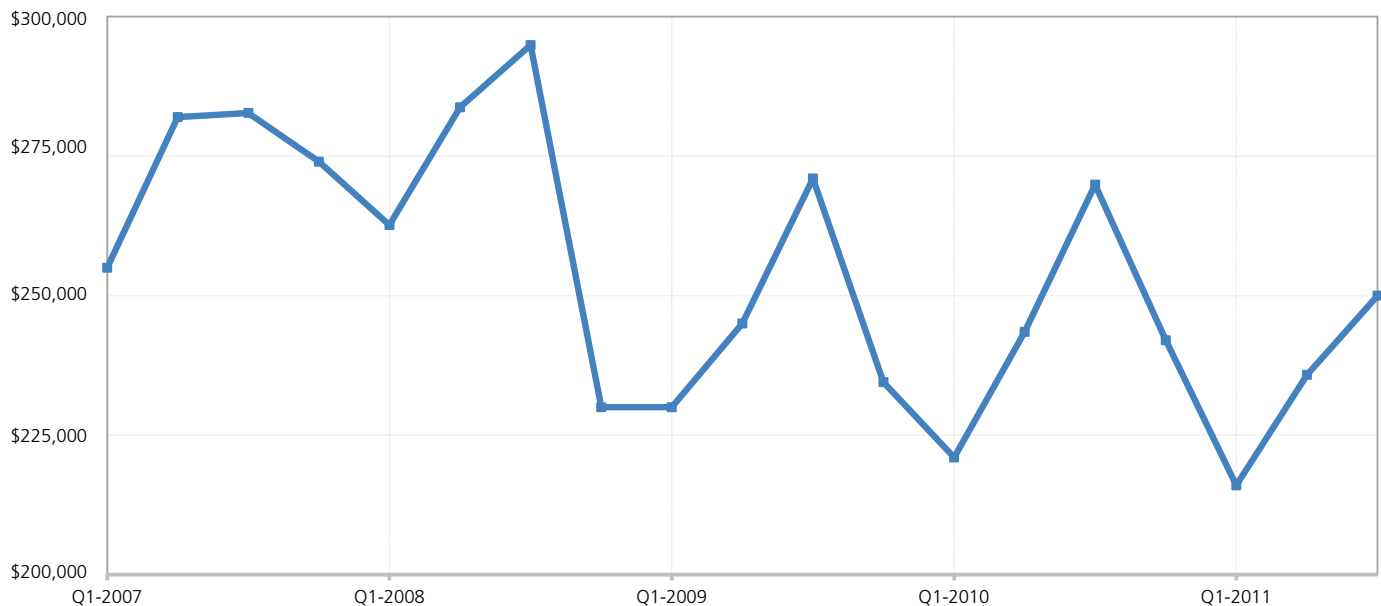
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$214,500	- 11.4%
Average Sales Price	\$305,336	- 6.7%
Pct. of Orig. Price Received	87.1%	- 1.8%
Homes for Sale	2,045	- 10.9%
Closed Sales	598	- 3.1%
Months Supply	9.4	- 3.5%
Avg. Prop. Mktg. Period	146	+ 21.9%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Mercer County, NJ ZIP Codes

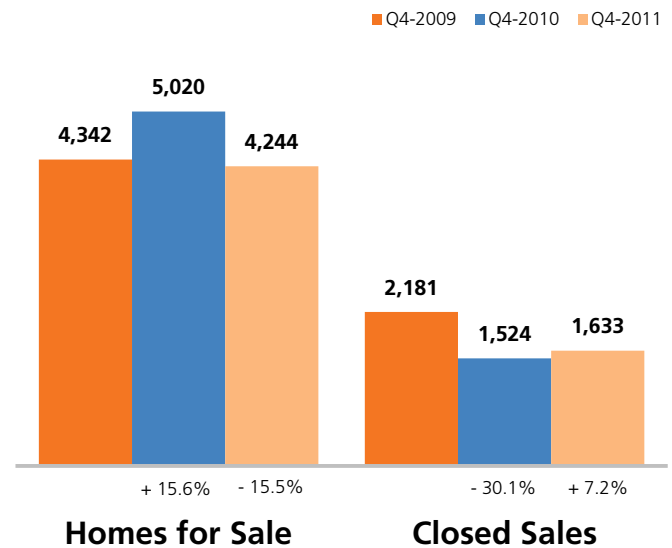
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
08501	\$355,000	→ 0.0%	91.0%	→ 0.0%	218	→ 0.0%	1	→ 0.0%
08512	\$87,699	↓ -38.0%	77.4%	↓ -11.7%	169	↑ +81.8%	3	↓ -50.0%
08520	\$230,000	↓ -12.2%	87.3%	↓ -5.6%	181	↑ +85.9%	41	↓ -4.7%
08525	\$423,750	↑ +13.2%	85.6%	↓ -1.3%	110	↓ -49.8%	10	→ 0.0%
08530	\$521,500	↑ +30.4%	86.4%	↑ +13.4%	105	↓ -76.4%	2	↑ +100.0%
08534	\$314,000	↓ -22.5%	88.3%	↓ -1.6%	139	↓ -11.0%	14	↓ -39.1%
08535	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08540	\$670,000	↓ -1.1%	90.6%	↑ +2.2%	115	↓ -8.9%	71	↓ -1.4%
08541	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08542	\$200,000	↓ -61.9%	91.4%	↑ +1.9%	56	↓ -61.4%	3	↓ -40.0%
08543	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08544	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08550	\$585,000	↑ +6.2%	92.3%	↑ +0.7%	107	↑ +21.6%	44	↓ -4.3%
08560	\$305,000	↓ -43.5%	83.2%	↓ -7.1%	243	↑ +105.7%	8	↑ +166.7%
08561	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
08601	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08602	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08603	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08604	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08605	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08606	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08607	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08608	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08609	\$26,000	↓ -18.8%	81.6%	↑ +1.0%	158	↑ +50.7%	16	↓ -5.9%
08610	\$150,000	↓ -14.3%	86.3%	↑ +0.4%	160	↑ +52.8%	58	↑ +31.8%
08611	\$30,000	↓ -9.8%	77.2%	↓ -10.0%	136	↑ +12.4%	36	↑ +2.9%
08618	\$130,000	↑ +35.4%	85.5%	↓ -0.9%	166	↑ +52.8%	43	↑ +10.3%
08619	\$183,000	↓ -2.1%	87.6%	↓ -2.1%	169	↑ +56.1%	34	↓ -2.9%
08620	\$220,000	↓ -5.6%	87.8%	↑ +1.8%	144	↓ -4.3%	15	↓ -28.6%
08625	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08628	\$179,500	↓ -21.3%	85.3%	↓ -6.2%	144	↑ +113.2%	17	→ 0.0%
08629	\$63,250	↓ -24.0%	79.4%	↓ -4.9%	112	↓ -12.4%	22	↑ +22.2%
08638	\$113,123	↓ -9.5%	82.5%	↓ -5.4%	143	↑ +5.8%	21	↓ -54.3%
08645	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08646	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08647	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08648	\$233,500	↓ -18.1%	88.5%	↓ -2.5%	143	↑ +21.1%	46	↓ -13.2%
08650	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08666	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08690	\$240,000	↓ -11.5%	89.6%	↓ -2.5%	164	↑ +28.4%	41	↓ -14.6%
08691	\$316,500	↑ +22.9%	90.1%	↑ +0.9%	156	↑ +5.3%	51	↑ +54.5%
08695	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

## Montgomery County, PA

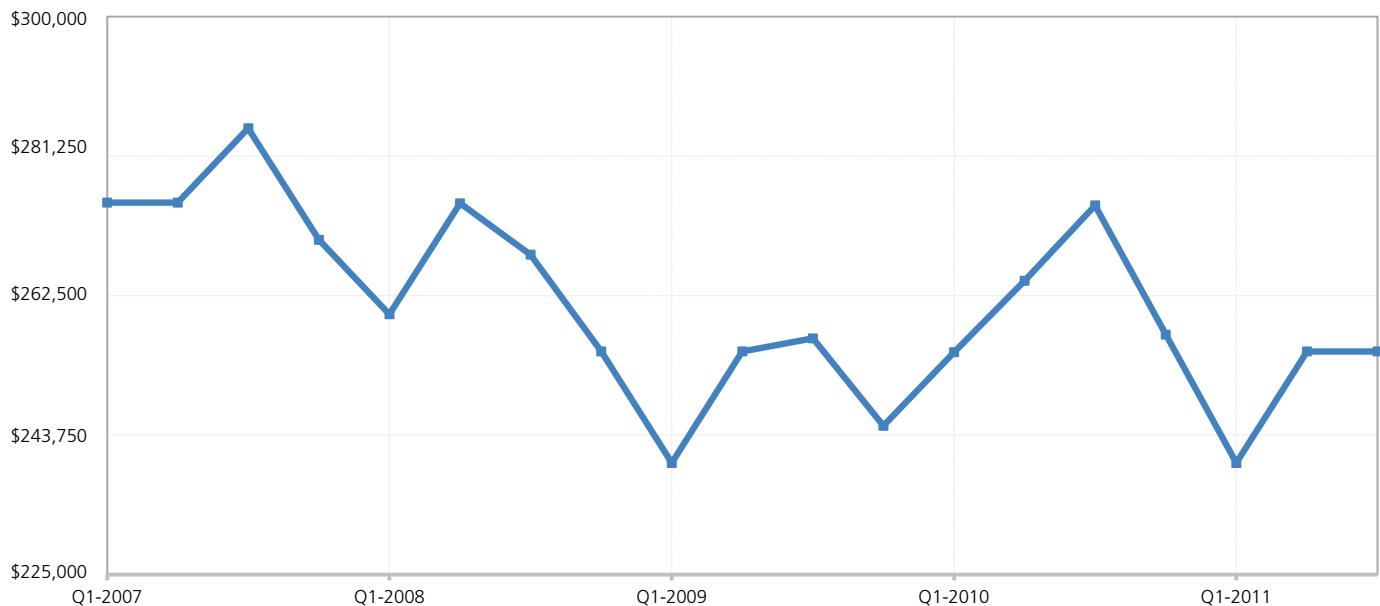
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$239,900	- 6.7%
Average Sales Price	\$283,963	- 9.8%
Pct. of Orig. Price Received	90.1%	- 0.5%
Homes for Sale	4,244	- 15.5%
Closed Sales	1,633	+ 7.2%
Months Supply	7.4	- 12.3%
Avg. Prop. Mktg. Period	127	+ 11.3%

### Market Activity



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



# Marketwatch Report

## Q4-2011



### Montgomery County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
18041	\$145,000	↓ -23.6%	86.2%	↓ -5.8%	167	↑ +41.7%	15	↑ +66.7%
18054	\$423,975	↑ +7.2%	97.5%	↑ +9.6%	96	↓ -63.5%	9	↓ -10.0%
18070	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18073	\$245,000	↑ +9.5%	93.0%	↓ -0.7%	152	↑ +68.0%	11	↑ +10.0%
18074	\$182,000	↓ -8.1%	91.7%	↓ -2.5%	160	↑ +69.7%	8	↓ -38.5%
18076	\$101,000	↓ -41.5%	77.6%	↓ -16.0%	145	↑ +35.7%	7	↑ +16.7%
18084	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18915	\$163,750	↓ -23.5%	73.7%	↓ -23.8%	119	↓ -31.1%	2	→ 0.0%
18918	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18924	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18932	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18936	\$0	↓ -100.0%	0.0%	↓ -100.0%	0	↓ -100.0%	0	↓ -100.0%
18957	\$100,000	→ 0.0%	57.2%	→ 0.0%	272	→ 0.0%	1	→ 0.0%
18958	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18964	\$244,000	↓ -9.6%	94.6%	↑ +5.2%	110	↓ -27.9%	27	→ 0.0%
18969	\$259,950	↑ +17.5%	94.5%	↑ +4.6%	83	↓ -25.3%	33	↑ +83.3%
18971	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
18979	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19001	\$205,000	↓ -12.8%	88.4%	↓ -5.2%	161	↑ +134.1%	33	→ 0.0%
19002	\$358,750	↑ +4.0%	88.9%	↓ -2.1%	119	↑ +3.0%	52	↓ -24.6%
19003	\$260,000	↓ -54.4%	92.6%	↑ +1.6%	76	↓ -57.1%	11	↓ -38.9%
19004	\$353,000	↑ +3.1%	86.6%	↓ -1.6%	115	↑ +11.4%	22	↑ +22.2%
19006	\$350,000	↑ +7.7%	89.3%	↑ +1.0%	142	↑ +24.2%	39	↑ +11.4%
19009	\$475,000	→ 0.0%	90.5%	→ 0.0%	19	→ 0.0%	1	→ 0.0%
19010	\$655,000	↓ -21.1%	91.7%	↑ +1.6%	100	↑ +40.2%	15	↓ -31.8%
19012	\$196,000	↑ +4.5%	85.3%	↓ -4.2%	112	↑ +25.8%	14	↑ +16.7%
19025	\$222,500	↓ -36.8%	86.2%	↓ -5.4%	100	↓ -12.7%	4	↓ -69.2%
19027	\$183,000	↓ -18.7%	83.8%	↓ -3.8%	155	↑ +13.5%	45	↑ +21.6%
19031	\$287,000	↓ -4.3%	92.3%	↑ +5.6%	86	↑ +84.8%	10	↑ +100.0%
19034	\$436,500	↑ +5.2%	87.5%	↑ +1.1%	147	↑ +40.4%	6	↓ -25.0%
19035	\$817,500	↓ -34.1%	79.0%	↓ -7.9%	263	↑ +227.5%	10	↑ +100.0%
19038	\$221,250	↓ -7.4%	91.1%	↑ +2.8%	121	↑ +2.9%	80	↑ +50.9%
19040	\$230,000	↓ -8.0%	92.1%	↓ -1.9%	93	↓ -16.1%	27	↓ -12.9%
19041	\$1,050,000	↑ +75.0%	84.1%	↓ -3.9%	151	↓ -2.6%	7	↓ -46.2%
19044	\$215,450	↓ -9.1%	90.4%	↓ -1.3%	130	↑ +36.0%	24	↑ +14.3%
19046	\$230,000	↓ -33.5%	89.9%	↑ +2.0%	105	↓ -0.9%	41	↑ +36.7%
19066	\$370,000	↓ -19.3%	88.4%	↓ -3.8%	117	↓ -4.5%	7	↓ -53.3%
19072	\$405,000	↑ +1.3%	91.4%	↑ +3.6%	87	↓ -5.8%	27	↑ +8.0%
19075	\$240,000	↓ -6.6%	94.5%	↑ +7.2%	65	↓ -48.7%	20	↑ +66.7%
19085	\$730,000	↓ -18.7%	85.5%	↓ -1.8%	213	↑ +57.5%	9	↑ +12.5%
19087	\$328,500	↓ -22.8%	93.4%	↑ +0.3%	158	↑ +88.3%	10	↓ -9.1%
19090	\$210,000	↑ +5.4%	89.2%	↑ +2.4%	103	↓ -25.6%	33	↓ -13.2%
19095	\$217,500	↓ -5.4%	87.8%	↓ -3.2%	235	↑ +153.7%	8	→ 0.0%

# Marketwatch Report

## Q4-2011



## Montgomery County, PA ZIP Codes Cont.

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19096	\$345,500	↓ - 4.0%	85.6%	↓ - 4.4%	150	↑ + 32.7%	22	↓ - 24.1%
19401	\$125,000	↑ + 11.1%	85.7%	↑ + 2.2%	140	↑ + 20.7%	57	↓ - 17.4%
19403	\$233,000	↓ - 8.6%	92.5%	↑ + 1.1%	138	↑ + 30.7%	92	↑ + 1.1%
19404	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19405	\$152,500	↓ - 9.0%	80.9%	↓ - 13.5%	128	↑ + 92.6%	10	→ 0.0%
19406	\$263,950	↑ + 0.4%	91.5%	↓ - 0.4%	114	↓ - 4.0%	54	↑ + 100.0%
19407	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19408	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19409	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19415	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19420	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19422	\$285,000	↓ - 28.8%	91.3%	↓ - 1.7%	124	↑ + 1.4%	45	↑ + 15.4%
19423	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19424	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19426	\$248,700	↓ - 19.3%	90.0%	↓ - 2.6%	137	↑ + 8.7%	86	↑ + 32.3%
19428	\$257,450	↓ - 8.5%	91.0%	↓ - 2.3%	110	↑ + 0.4%	54	↑ + 38.5%
19429	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19430	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19435	\$325,000	→ 0.0%	101.6%	→ 0.0%	83	→ 0.0%	1	→ 0.0%
19436	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19437	\$760,000	↑ + 8.6%	90.5%	↑ + 6.6%	152	↓ - 20.1%	1	↓ - 66.7%
19438	\$271,900	↓ - 1.1%	89.7%	↓ - 2.3%	144	↑ + 30.4%	44	↑ + 12.8%
19440	\$254,500	→ 0.0%	92.8%	↓ - 0.4%	97	↓ - 2.0%	21	↓ - 4.5%
19441	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19443	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19444	\$393,500	↑ + 25.9%	92.7%	→ + 0.0%	122	↑ + 83.7%	20	↓ - 16.7%
19446	\$235,000	↓ - 7.8%	91.3%	↓ - 1.7%	130	↑ + 23.6%	79	↓ - 34.7%
19450	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19451	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19453	\$119,500	↑ + 1.3%	90.0%	↓ - 2.1%	204	↑ + 74.6%	4	↓ - 42.9%
19454	\$250,000	↓ - 13.0%	92.3%	↓ - 1.4%	112	↑ + 26.6%	76	↑ + 15.2%
19455	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19456	\$342,000	↑ + 4.1%	90.2%	↓ - 5.9%	53	↑ + 194.4%	2	→ 0.0%
19460	\$303,000	↓ - 48.0%	90.1%	↑ + 1.7%	98	↓ - 60.9%	12	↑ + 50.0%
19462	\$273,000	↑ + 1.1%	89.8%	↓ - 2.2%	115	↑ + 12.5%	29	↑ + 16.0%
19464	\$122,250	↓ - 7.7%	87.8%	↑ + 0.7%	158	↓ - 0.2%	113	↑ + 31.4%
19468	\$195,000	↓ - 11.3%	92.5%	↑ + 1.4%	110	↓ - 4.6%	59	↑ + 28.3%
19472	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19473	\$297,450	↑ + 7.7%	92.6%	↑ + 1.5%	131	↑ + 18.8%	40	↑ + 17.6%
19474	\$229,000	↓ - 0.4%	95.8%	↓ - 0.6%	89	↑ + 10.1%	4	↓ - 20.0%
19477	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
19478	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19484	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%

# Marketwatch Report

## Q4-2011



## Montgomery County, PA ZIP Codes Cont.

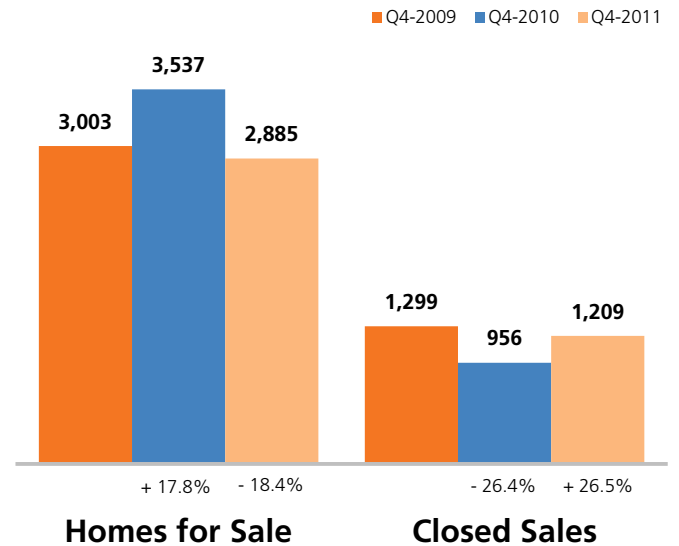
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19485	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19486	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19490	\$493,000	→ 0.0%	85.7%	→ 0.0%	60	→ 0.0%	1	→ 0.0%
19492	\$195,000	→ 0.0%	0.0%	→ 0.0%	6	→ 0.0%	1	→ 0.0%
19504	\$224,900	→ 0.0%	91.8%	→ 0.0%	177	→ 0.0%	1	→ 0.0%
19505	\$173,000	→ 0.0%	79.4%	→ 0.0%	441	→ 0.0%	1	→ 0.0%
19512	\$188,450	↑ + 18.9%	94.1%	↑ + 2.5%	116	↑ + 104.4%	2	↓ - 50.0%
19525	\$231,500	↓ - 13.2%	90.9%	↓ - 2.9%	116	↑ + 4.1%	33	↑ + 32.0%

## New Castle County, DE

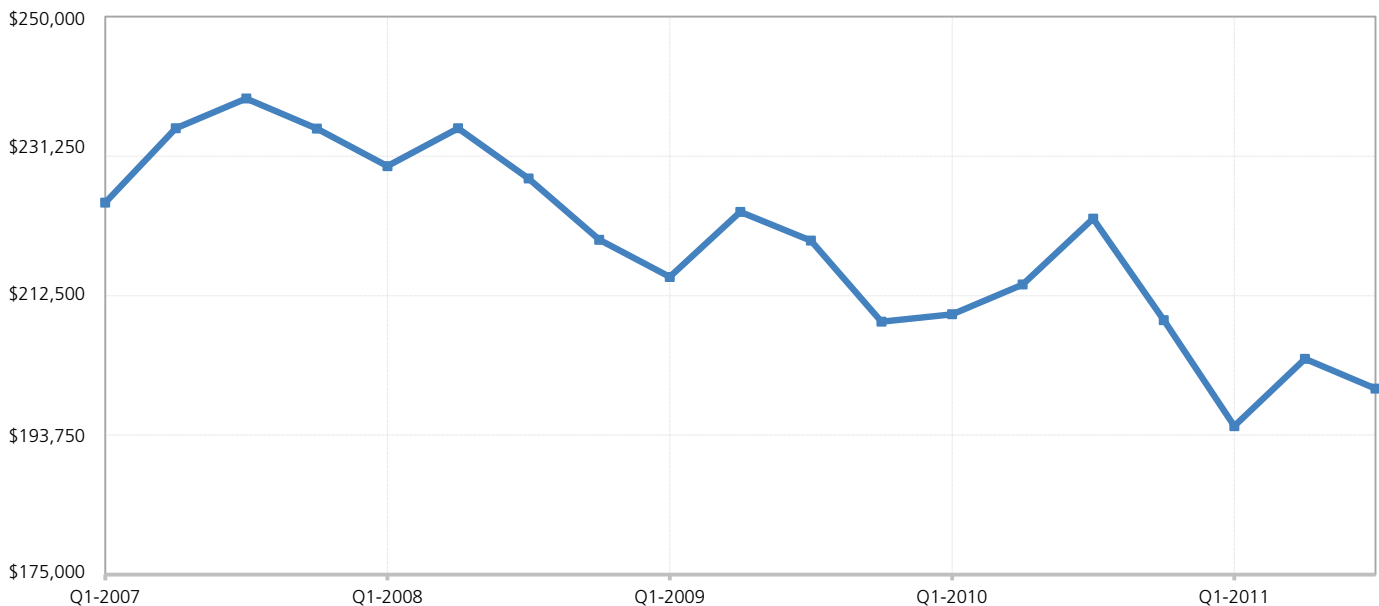
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$184,000	- 12.0%
Average Sales Price	\$204,406	- 11.2%
Pct. of Orig. Price Received	89.3%	- 0.9%
Homes for Sale	2,885	- 18.4%
Closed Sales	1,209	+ 26.5%
Months Supply	7.4	- 24.9%
Avg. Prop. Mktg. Period	125	+ 11.2%

### Market Activity



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



# Marketwatch Report

Q4-2011



## New Castle County, DE ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19701	\$217,700	↓ -7.4%	90.3%	↓ -2.6%	116	↓ -14.1%	66	↑ +37.5%
19702	\$178,600	↓ -6.8%	89.9%	↓ -0.5%	118	↑ +11.5%	97	↑ +6.6%
19703	\$169,500	↑ +5.9%	89.8%	↓ -0.6%	96	↓ -1.6%	29	→ 0.0%
19706	\$11,500	↓ -93.9%	84.7%	↓ -7.7%	75	↑ +34.2%	2	→ 0.0%
19707	\$365,000	↓ -1.4%	91.9%	↓ -0.3%	89	↓ -15.0%	45	↑ +25.0%
19708	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19709	\$290,000	↓ -10.8%	92.7%	↑ +0.7%	123	↓ -11.7%	89	↑ +18.7%
19710	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19711	\$230,000	↓ -9.1%	90.7%	↓ -0.2%	132	↑ +6.1%	93	↑ +29.2%
19712	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19713	\$157,900	↓ -10.6%	88.9%	↓ -2.5%	129	↑ +6.8%	53	↑ +3.9%
19714	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19715	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19716	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19717	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19718	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19720	\$130,000	↓ -11.7%	90.0%	↓ -0.9%	107	↑ +8.4%	120	↑ +31.9%
19721	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19725	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19726	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19730	\$90,000	→ 0.0%	100.0%	→ 0.0%	1	→ 0.0%	1	→ 0.0%
19731	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19732	\$441,250	↓ -10.5%	73.7%	↑ +6.2%	354	↑ +61.6%	2	↑ +100.0%
19733	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19734	\$231,000	↓ -11.1%	93.3%	↑ +2.9%	116	↑ +41.3%	22	↑ +4.8%
19735	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19736	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19801	\$19,900	↓ -0.5%	79.2%	↓ -0.5%	157	↑ +32.6%	47	↑ +104.3%
19802	\$55,000	↓ -41.8%	86.3%	↓ -1.5%	160	↑ +96.8%	66	↑ +37.5%
19803	\$262,250	↓ -10.3%	89.8%	↓ -1.8%	139	↑ +14.6%	62	↑ +10.7%
19804	\$156,500	↓ -15.4%	89.7%	↓ -2.5%	102	↑ +1.8%	44	↑ +83.3%
19805	\$56,000	↓ -26.9%	85.3%	↑ +0.7%	108	↓ -10.5%	126	↑ +70.3%
19806	\$231,500	↓ -14.3%	85.6%	↓ -5.3%	149	↑ +24.8%	38	↑ +2.7%
19807	\$659,900	↓ -8.0%	90.5%	↑ +0.5%	192	↑ +109.1%	21	↑ +5.0%
19808	\$210,000	↓ -6.7%	90.6%	↑ +0.6%	135	↓ -0.3%	91	↑ +35.8%
19809	\$175,000	↓ -4.9%	89.6%	↑ +0.3%	152	↑ +35.9%	31	↓ -3.1%
19810	\$259,975	↓ -11.1%	92.9%	↑ +1.5%	129	↑ +55.3%	60	↑ +7.1%
19850	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19880	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19884	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19885	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19886	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19890	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 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	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19891	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19892	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19893	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19894	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19895	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19896	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19897	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19898	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19899	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19938	\$255,000	→ 0.0%	96.2%	→ 0.0%	5	→ 0.0%	1	→ 0.0%
19977	\$405,000	↑ +73.3%	87.0%	↓ -6.0%	56	↑ +22.3%	3	↑ +50.0%

# Marketwatch Report

## Q4-2011

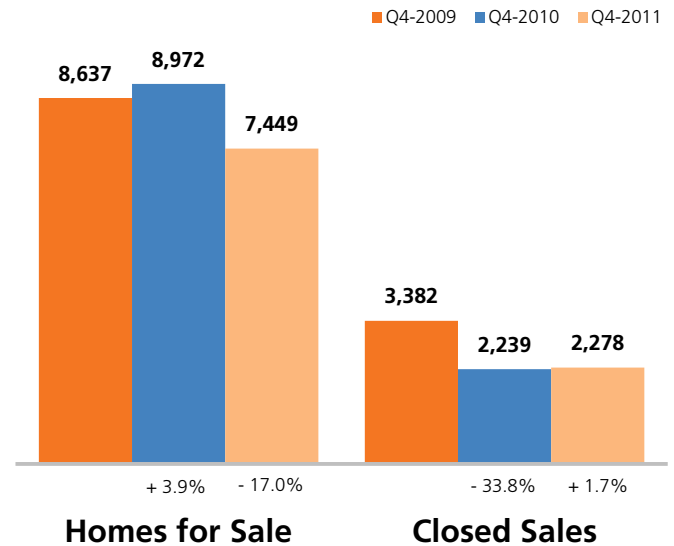


## Philadelphia County, PA

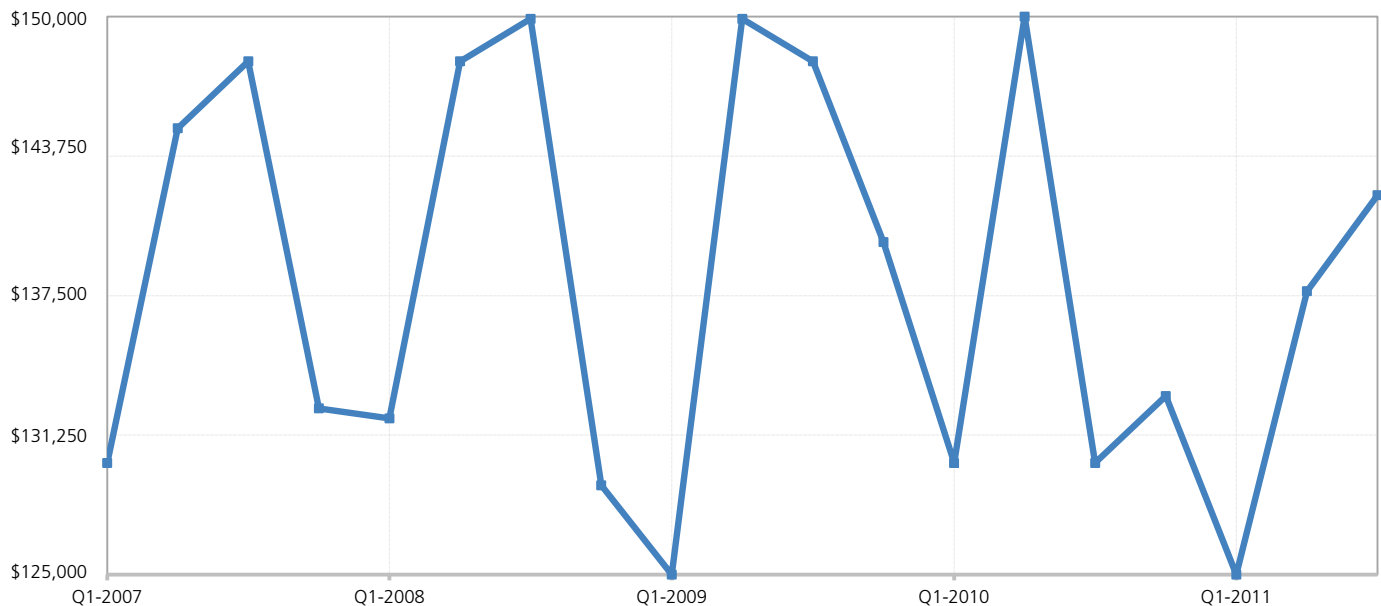
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$125,000	- 6.0%
Average Sales Price	\$170,296	+ 0.1%
Pct. of Orig. Price Received	88.5%	- 0.9%
Homes for Sale	7,449	- 17.0%
Closed Sales	2,278	+ 1.7%
Months Supply	8.9	- 8.9%
Avg. Prop. Mktg. Period	111	+ 14.5%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Philadelphia County, PA ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19019	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19092	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19093	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19099	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19101	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19102	\$395,000	↓ -19.4%	92.1%	↑ +1.9%	116	↓ -44.5%	13	↑ +30.0%
19103	\$426,500	↑ +2.8%	89.2%	↑ +1.1%	141	↓ -3.8%	58	↑ +23.4%
19104	\$67,450	↓ -38.1%	82.2%	↑ +3.6%	138	↑ +15.7%	16	↓ -11.1%
19105	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19106	\$348,729	↓ -19.6%	89.1%	↑ +3.1%	161	↓ -10.9%	33	↑ +37.5%
19107	\$260,000	↑ +43.1%	87.1%	↑ +8.8%	179	↑ +10.8%	26	↑ +44.4%
19108	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19109	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19110	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19111	\$147,000	↓ -10.6%	90.5%	↓ -2.6%	125	↑ +37.8%	94	↑ +10.6%
19112	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
19114	\$160,000	→ +0.1%	89.4%	↓ -1.0%	133	↑ +21.5%	55	↑ +52.8%
19115	\$187,500	↓ -10.7%	89.3%	↓ -0.2%	99	↑ +6.9%	50	↓ -13.8%
19116	\$209,500	↓ -0.2%	89.4%	↓ -1.9%	159	↑ +43.9%	43	↑ +4.9%
19118	\$432,500	↑ +10.2%	90.7%	↓ -4.1%	138	↑ +81.5%	16	↓ -20.0%
19119	\$221,250	↑ +3.9%	89.8%	↓ -0.6%	131	↑ +60.2%	48	↑ +14.3%
19120	\$81,250	↓ -9.7%	88.7%	↓ -4.9%	86	↓ -6.4%	82	↑ +28.1%
19121	\$37,500	↓ -36.4%	73.4%	↓ -13.6%	115	↑ +1.0%	18	↓ -25.0%
19122	\$101,750	↑ +1.8%	83.1%	↓ -8.7%	77	↑ +71.8%	17	↑ +112.5%
19123	\$335,000	↑ +10.2%	85.5%	↓ -9.8%	137	↑ +70.6%	32	↓ -30.4%
19124	\$59,000	↓ -15.7%	88.6%	↓ -0.2%	86	↑ +4.8%	107	↑ +4.9%
19125	\$156,000	↑ +11.4%	91.1%	↑ +2.1%	106	↑ +8.3%	69	→ 0.0%
19126	\$129,500	↓ -0.4%	85.5%	↓ -5.8%	152	↑ +44.1%	18	↑ +20.0%
19127	\$255,000	↑ +13.3%	90.4%	↓ -1.6%	70	↓ -44.9%	15	↓ -28.6%
19128	\$199,000	↓ -11.2%	91.3%	↓ -0.3%	131	↑ +21.4%	49	↓ -33.8%
19129	\$231,500	↓ -8.3%	92.4%	↓ -2.0%	150	↑ +16.0%	10	↓ -52.4%
19130	\$255,000	↓ -15.0%	88.0%	↓ -1.0%	116	↑ +5.8%	57	↓ -14.9%
19131	\$68,000	↑ +12.5%	87.4%	↑ +0.5%	124	↑ +5.7%	38	↓ -7.3%
19132	\$25,000	↑ +35.1%	90.2%	↑ +10.1%	86	↓ -21.3%	28	→ 0.0%
19133	\$45,000	↑ +87.5%	86.1%	↑ +6.1%	80	↑ +20.7%	11	→ 0.0%
19134	\$42,500	↓ -5.6%	87.8%	↑ +0.1%	106	↑ +1.2%	111	↑ +6.7%
19135	\$90,000	→ 0.0%	88.4%	↓ -1.0%	88	↑ +14.9%	84	↑ +9.1%
19136	\$105,650	↓ -18.7%	87.1%	↓ -0.7%	85	↓ -22.7%	66	↑ +17.9%
19137	\$91,500	↓ -28.8%	88.7%	↑ +0.8%	70	↓ -22.7%	11	↓ -38.9%
19138	\$62,670	↓ -18.6%	87.9%	↓ -1.1%	126	↑ +39.6%	44	↑ +10.0%
19139	\$34,750	↓ -6.1%	78.6%	↓ -6.2%	94	↑ +11.2%	33	↓ -34.0%
19140	\$23,750	↓ -5.0%	83.4%	↓ -2.3%	80	↑ +13.9%	27	↓ -12.9%
19141	\$87,500	↓ -5.4%	89.4%	↓ -9.2%	73	↓ -12.7%	29	↑ +61.1%

## Philadelphia County, PA ZIP Codes Cont.

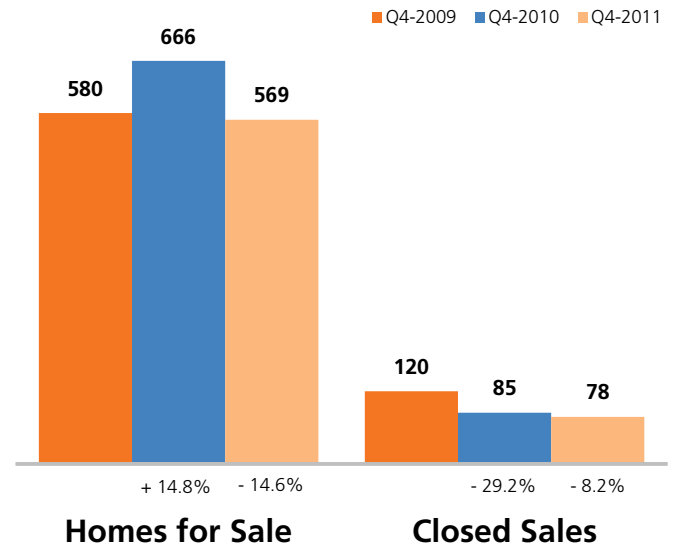
	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
19142	\$32,000	↓ - 26.7%	91.8%	↑ + 1.7%	82	↑ + 5.2%	30	↓ - 30.2%
19143	\$57,000	↑ + 50.8%	88.5%	↑ + 2.0%	98	↓ - 7.2%	74	↑ + 1.4%
19144	\$71,500	↓ - 20.6%	83.5%	↓ - 1.1%	91	↑ + 5.5%	40	↑ + 11.1%
19145	\$90,000	↓ - 22.1%	89.5%	↑ + 3.7%	124	↑ + 19.2%	89	↑ + 9.9%
19146	\$240,000	↓ - 4.9%	88.1%	↓ - 3.7%	105	↑ + 8.7%	112	↓ - 12.5%
19147	\$257,250	↓ - 5.1%	89.0%	↓ - 3.5%	129	↑ + 39.9%	106	↑ + 1.9%
19148	\$150,000	↑ + 10.3%	88.1%	↑ + 0.8%	111	↑ + 1.7%	126	↑ + 22.3%
19149	\$100,000	↓ - 14.5%	91.2%	↓ - 0.5%	95	↑ + 65.4%	100	↓ - 4.8%
19150	\$124,950	↑ + 5.9%	87.7%	↓ - 3.3%	115	↑ + 53.5%	28	↑ + 3.7%
19151	\$111,500	↑ + 9.9%	88.3%	↓ - 1.5%	147	↑ + 44.3%	38	↓ - 17.4%
19152	\$165,000	↓ - 7.3%	90.1%	↑ + 0.4%	93	↓ - 5.3%	66	↑ + 65.0%
19153	\$110,000	↑ + 2.8%	85.1%	↓ - 4.5%	192	↑ + 140.5%	9	↓ - 62.5%
19154	\$182,250	↑ + 1.3%	91.4%	↓ - 0.4%	120	↑ + 49.3%	52	↑ + 15.6%

## Salem County, NJ

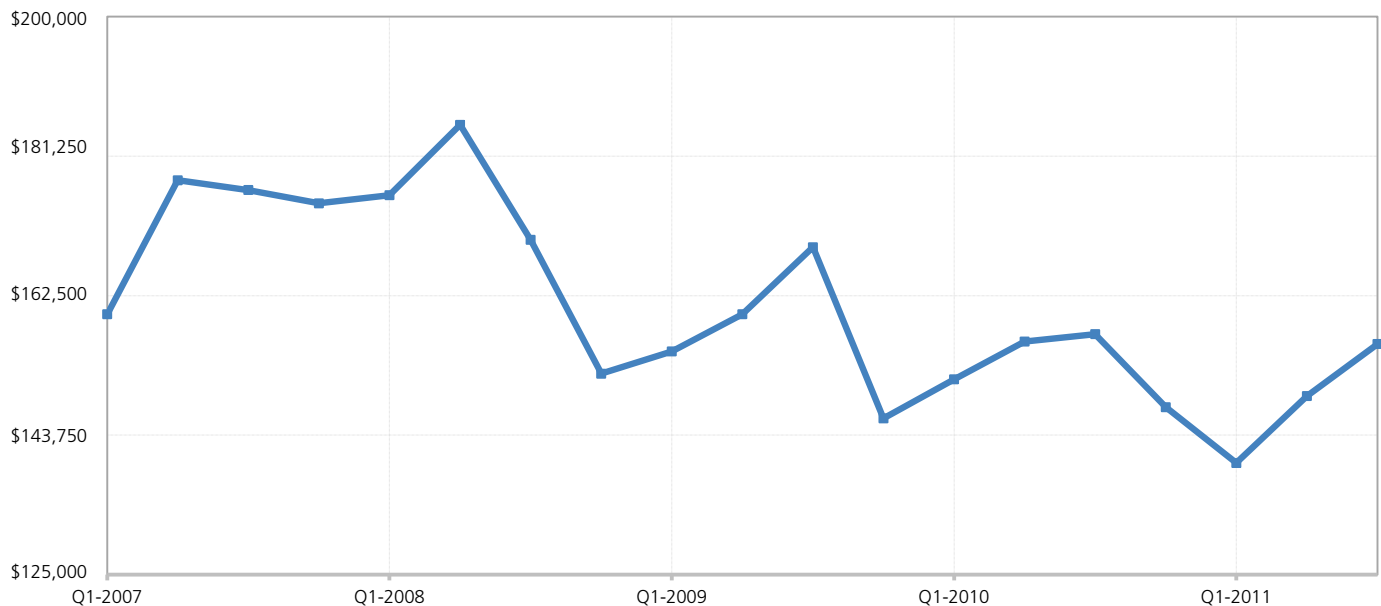
### Key Metrics

	Q4-2011	1-Yr Chg
Median Sales Price	\$139,750	- 5.3%
Average Sales Price	\$146,740	- 3.8%
Pct. of Orig. Price Received	84.7%	+ 1.9%
Homes for Sale	569	- 14.6%
Closed Sales	78	- 8.2%
Months Supply	18.7	- 7.6%
Avg. Prop. Mktg. Period	188	+ 29.3%

### Market Activity



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



# Marketwatch Report

Q4-2011



## Salem County, NJ ZIP Codes

	Median Sales Price		Pct. of Orig. Price Rec'd.		Avg. Prop. Mktg. Period		Closed Sales	
	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg	Q4-2011	1-Yr Chg
08001	\$196,500	↓ - 32.6%	93.3%	↑ + 3.7%	243	↓ - 55.2%	4	↑ + 100.0%
08023	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%
08038	\$0	↓ - 100.0%	0.0%	→ 0.0%	0	↓ - 100.0%	0	↓ - 100.0%
08067	\$137,500	↓ - 8.3%	67.3%	↓ - 19.7%	325	↑ + 148.1%	2	↓ - 66.7%
08069	\$80,000	↑ + 86.0%	83.3%	↑ + 14.8%	192	↑ + 33.0%	15	↓ - 11.8%
08070	\$140,000	↑ + 12.5%	85.0%	↑ + 0.6%	219	↑ + 71.5%	18	→ 0.0%
08072	\$0	↓ - 100.0%	0.0%	↓ - 100.0%	0	↓ - 100.0%	0	↓ - 100.0%
08079	\$100,000	↑ + 3.1%	88.1%	↑ + 6.4%	107	↓ - 24.3%	10	↓ - 16.7%
08098	\$180,000	↓ - 25.7%	87.3%	↑ + 2.6%	190	↑ + 8.0%	15	↑ + 50.0%
08302	\$250,000	↑ + 150.0%	87.4%	↑ + 12.7%	152	↓ - 11.4%	3	↑ + 200.0%
08318	\$165,700	↓ - 5.3%	83.6%	↓ - 7.0%	205	↑ + 100.5%	8	↓ - 46.7%
08343	\$65,500	→ 0.0%	56.0%	→ 0.0%	56	↓ - 71.4%	1	→ 0.0%
08344	\$121,750	↓ - 22.9%	75.1%	↓ - 6.6%	53	↓ - 34.6%	2	↑ + 100.0%
08347	\$0	→ 0.0%	0.0%	→ 0.0%	0	→ 0.0%	0	→ 0.0%