



County

Berks County

Quarterly Update

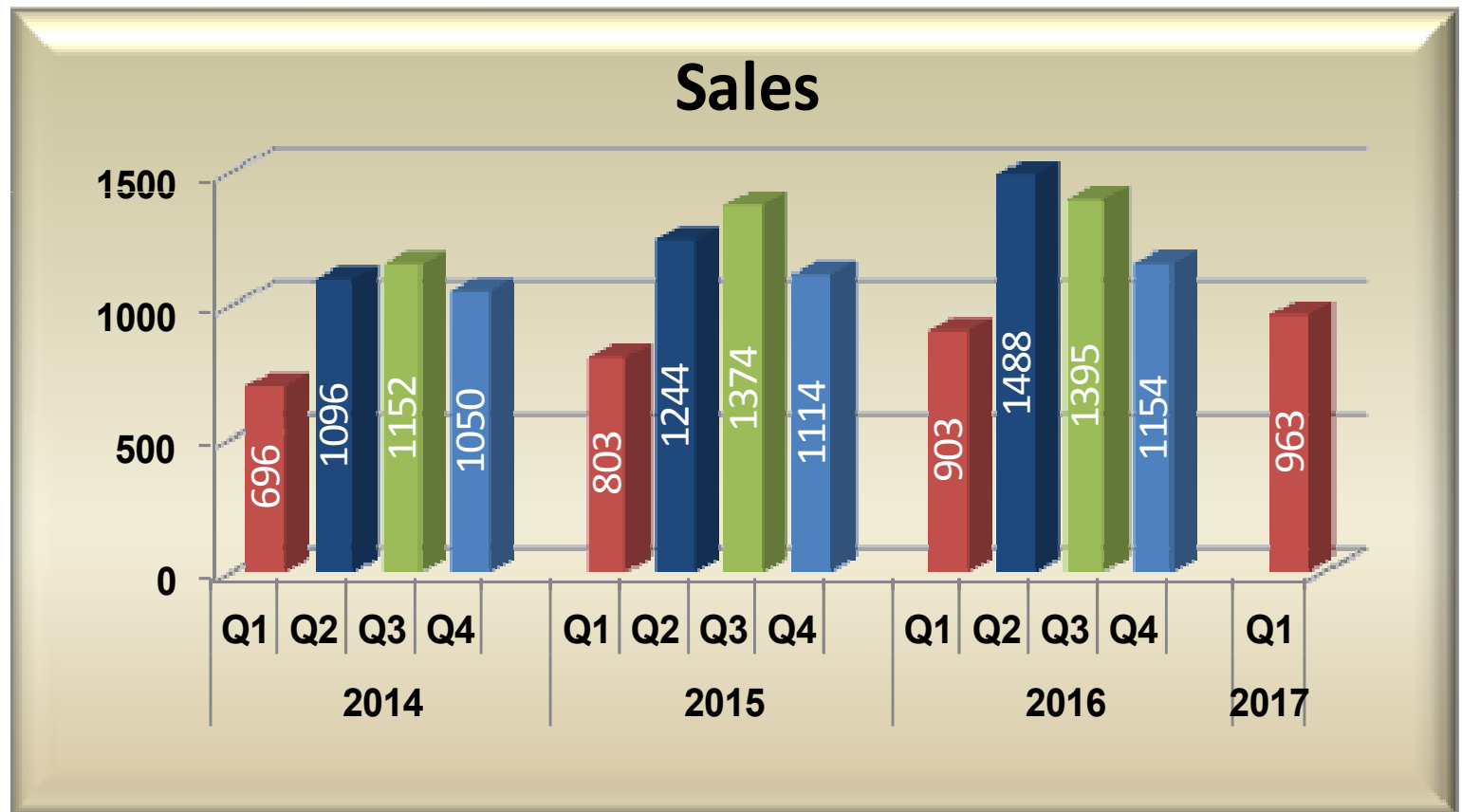
First Quarter 2017 Report



Market Update

■ Total Quarterly Sales

- YTD 2017 vs. 2016: 6.6%
- Q1 2017 vs. Q1 2016: 6.6%

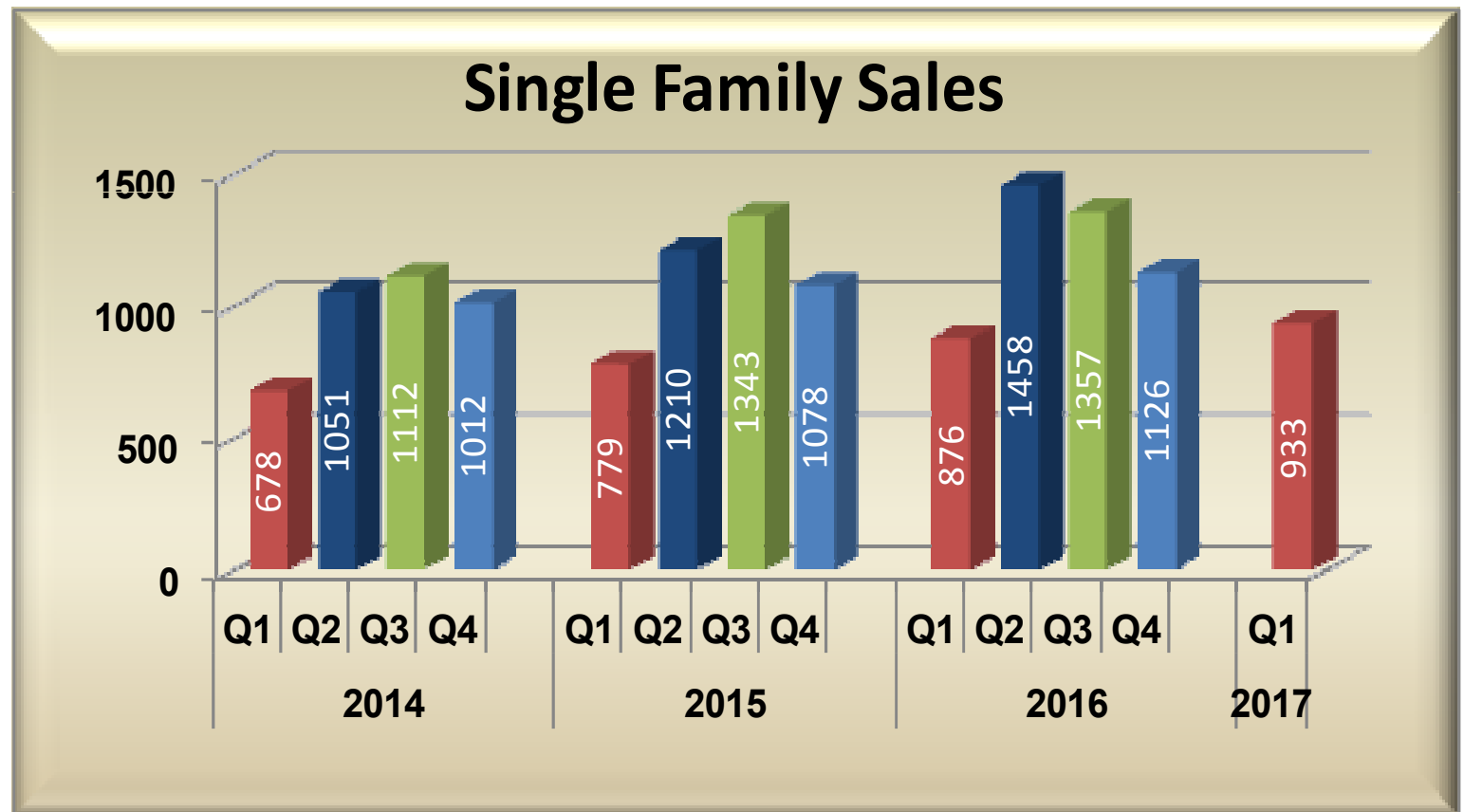




Market Update

■ Single Family Quarterly Sales

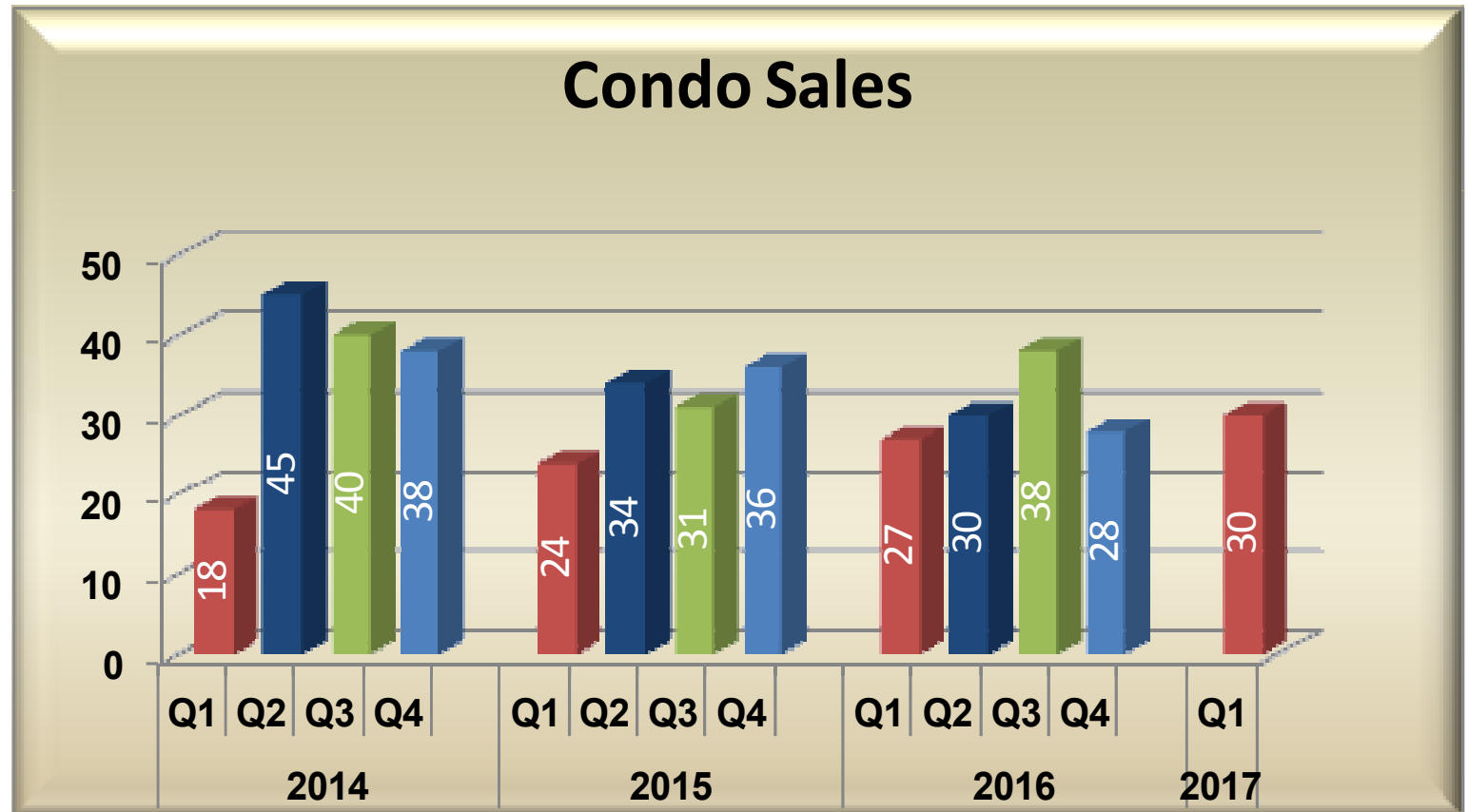
- YTD 2017 vs. 2016: 6.5%
- Q1 2017 vs. Q1 2016: 6.5%





Market Update

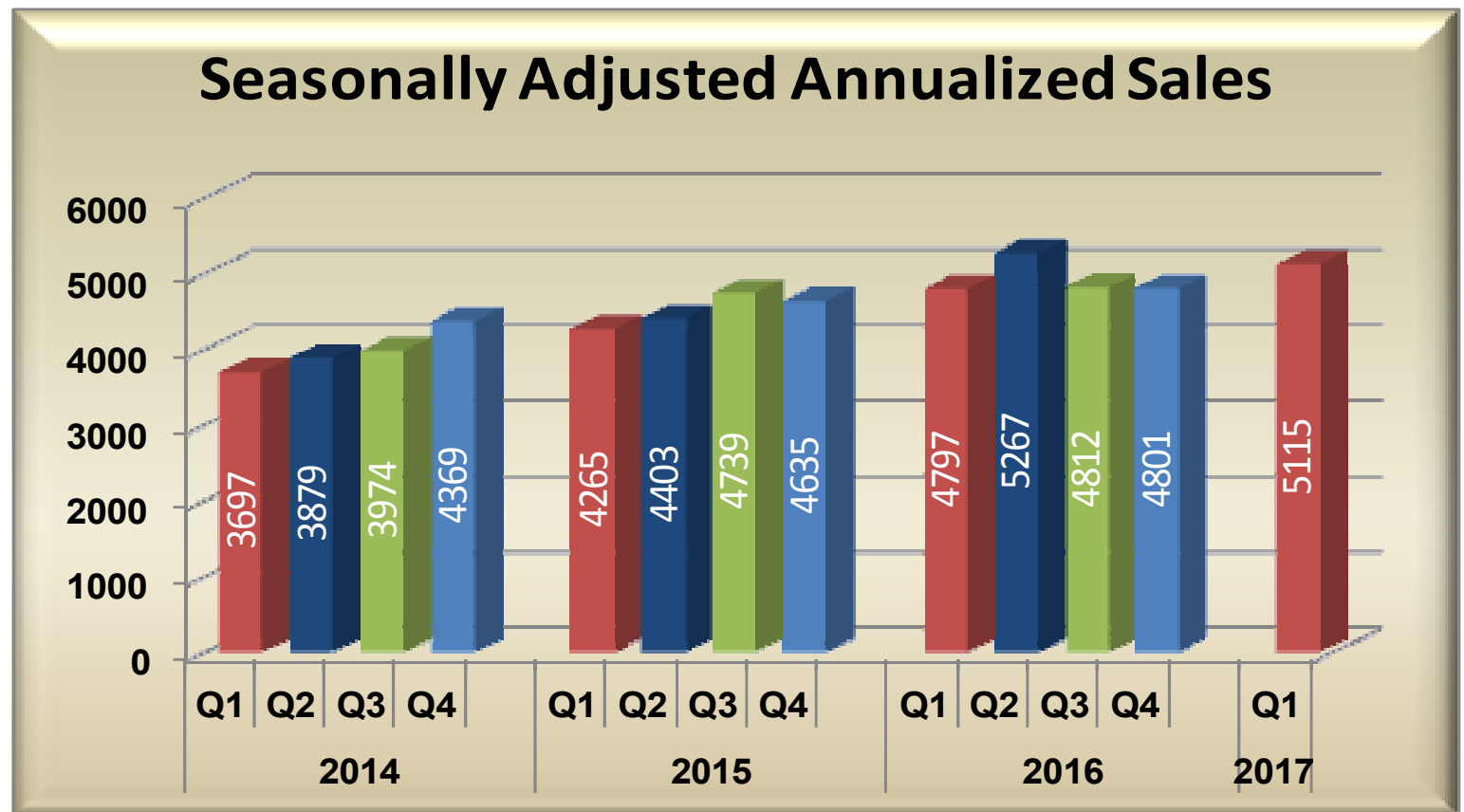
- Condo Quarterly Sales
 - YTD 2017 vs. 2016: 11.1%
 - Q1 2017 vs. Q1 2016: 11.1%





Market Update

- Seasonally Adjusted Annualized Sales
 - Q1 2017 vs. Q4 2016: 6.5%
 - Q1 2017 vs. Q1 2016: 6.6%





Market Update

- Townships with the highest number of sales this quarter

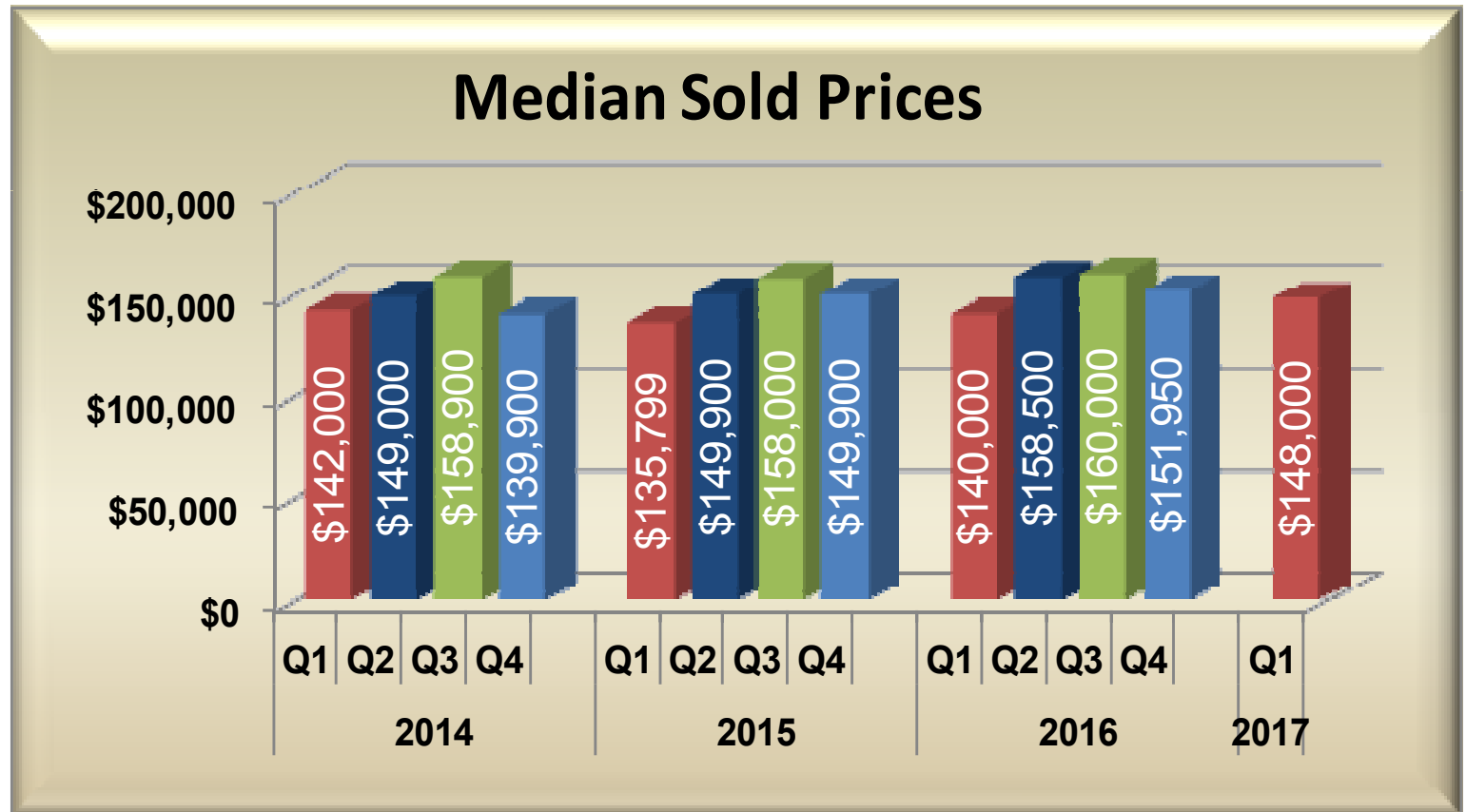
| Sales | Current Quarter | Previous Quarter | 1 Year Ago |
|-----------------|------------------------|-------------------------|-------------------|
| Reading City | 150 | 155 | 121 |
| Exeter Twp | 75 | 87 | 73 |
| Spring Twp | 70 | 103 | 65 |
| Muhlenberg Twp | 60 | 91 | 52 |
| Amity Twp | 38 | 47 | 30 |
| Cumru Twp | 37 | 51 | 50 |
| Maidencreek Twp | 32 | 33 | 28 |



Market Update

■ Median Sold Price

- YTD 2017 vs. 2016: 5.7%
- Q1 2017 vs. Q1 2016: 5.7%

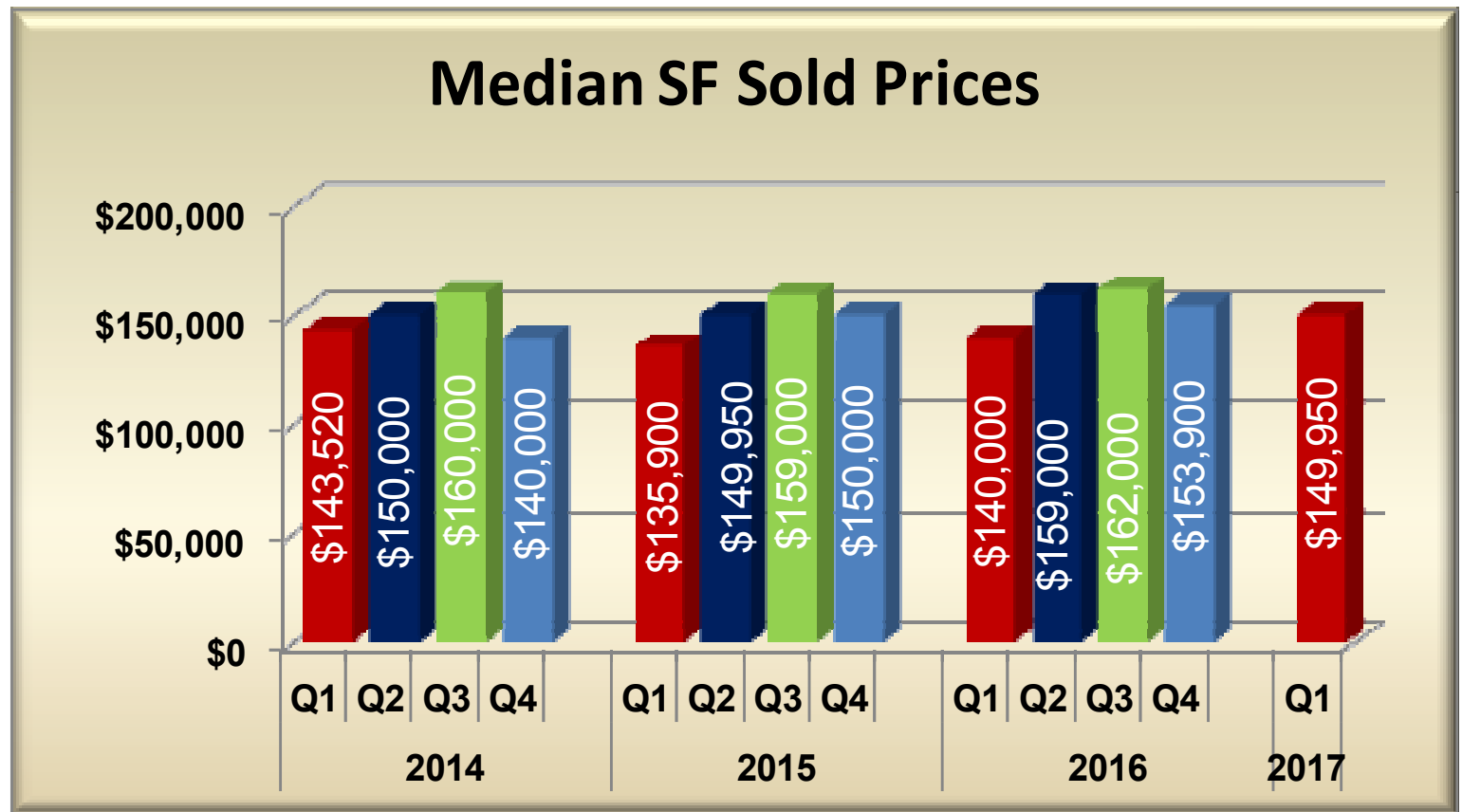




Market Update

■ Median SF Sold Price

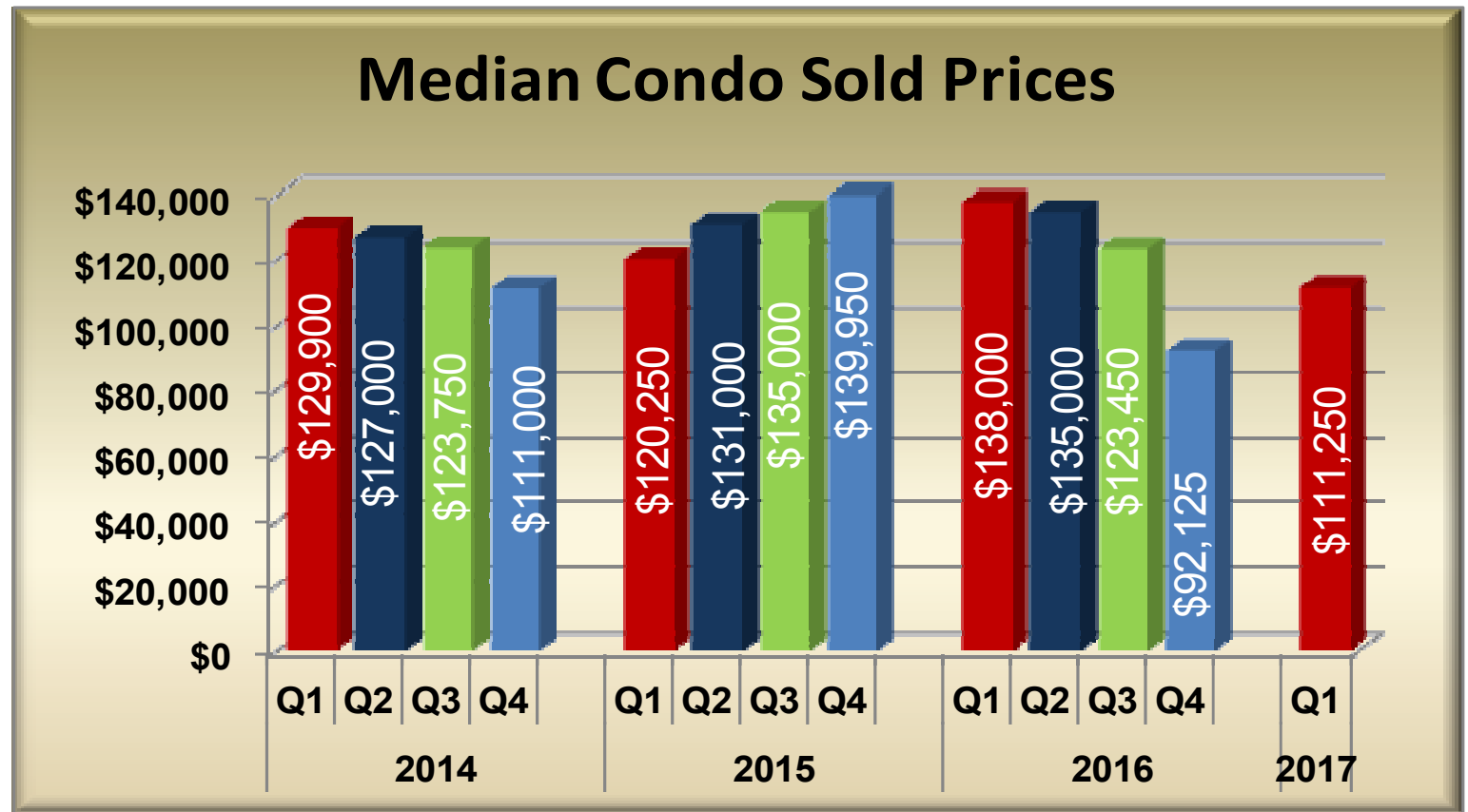
- YTD 2017 vs. 2016: 7.1%
- Q1 2017 vs. Q1 2016: 7.1%





Market Update

- Median Condo Sold Price
 - YTD 2017 vs. 2016: -19.4%
 - Q1 2017 vs. Q1 2016: -19.4%

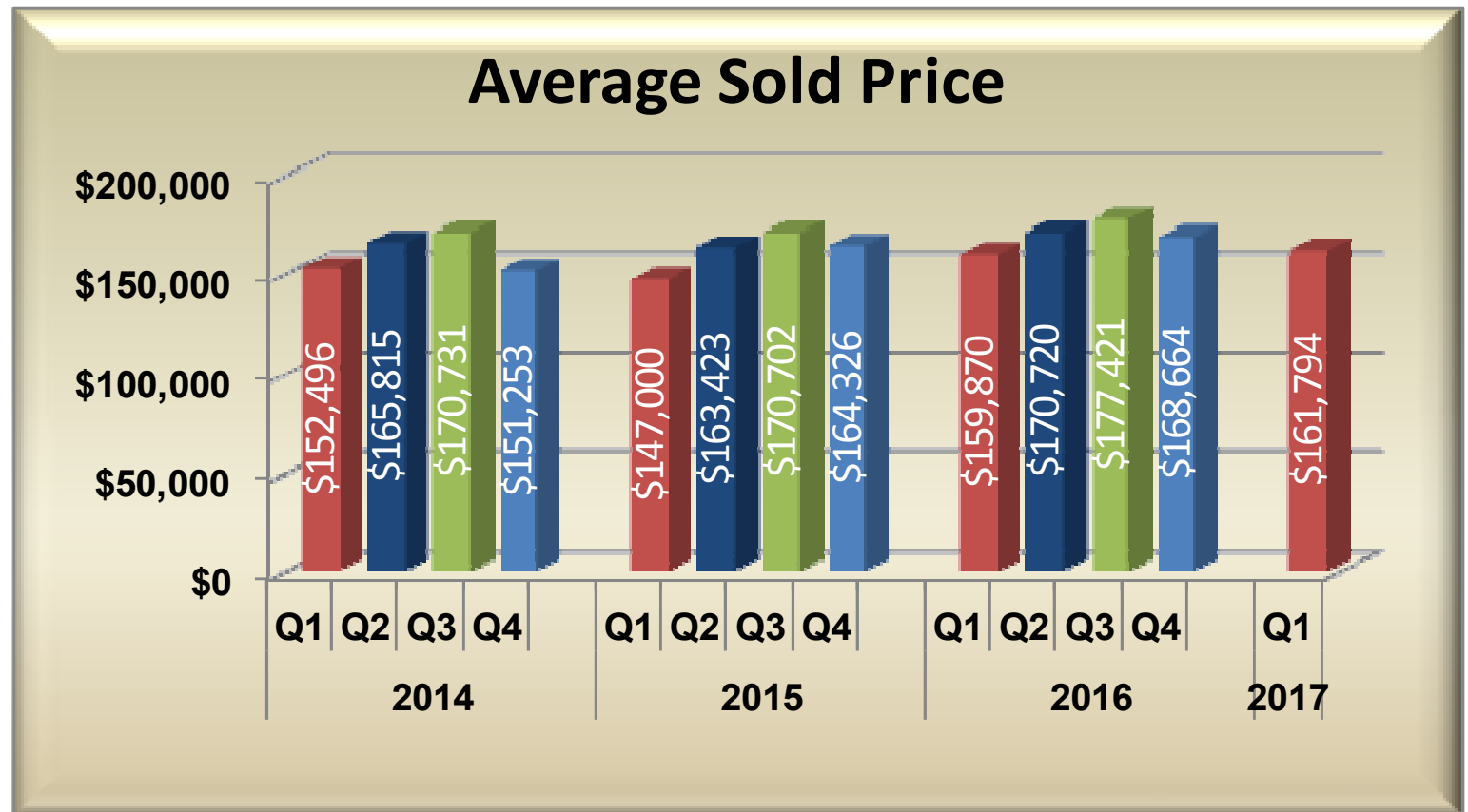




Market Update

■ Average Sold Price

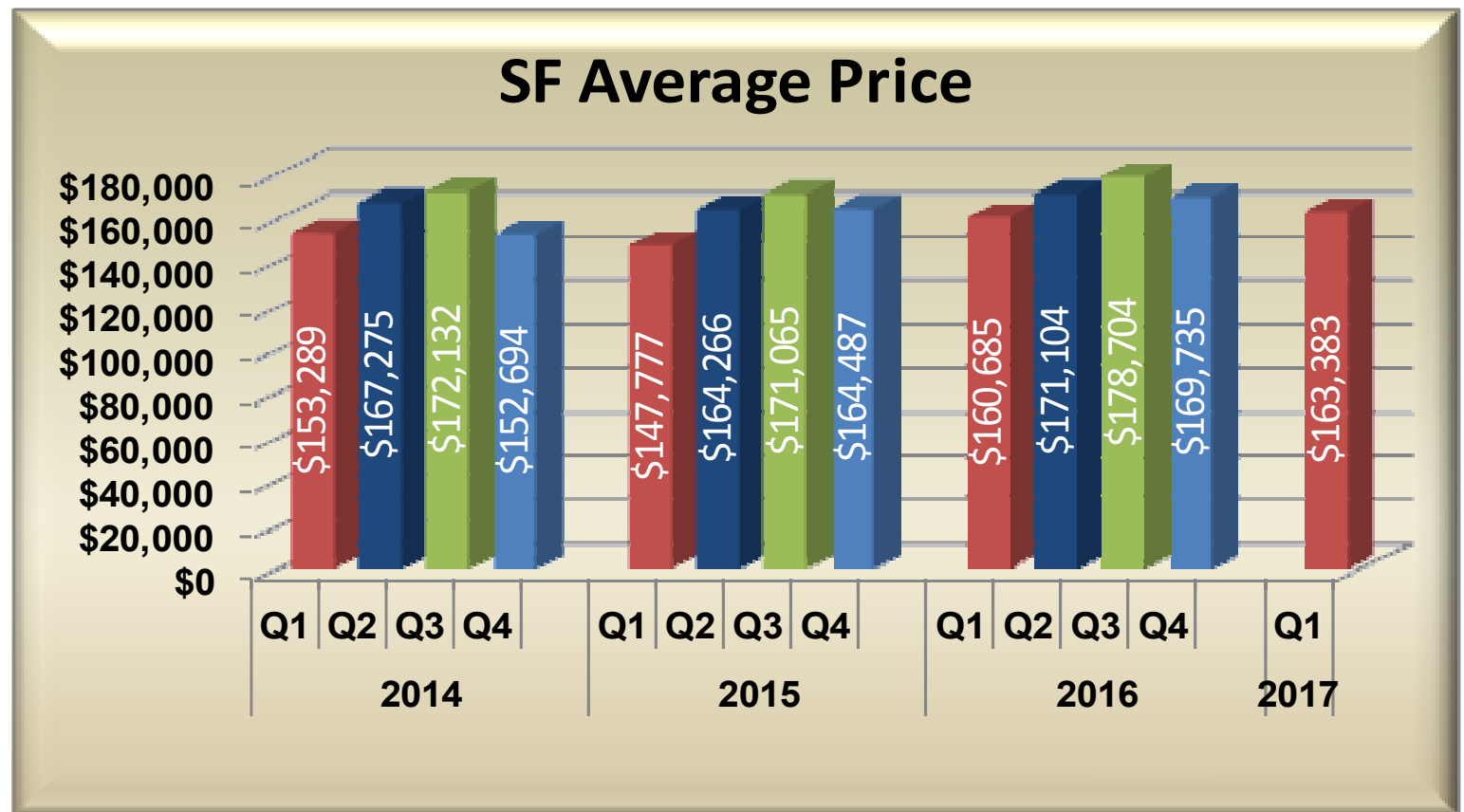
- YTD 2017 vs. 2016: 1.2%
- Q1 2017 vs. Q1 2016: 1.2%





Market Update

- Average Sold Price for Single Family
 - YTD 2017 vs. 2016: 1.9%
 - Q1 2017 vs. Q1 2016: 1.7%

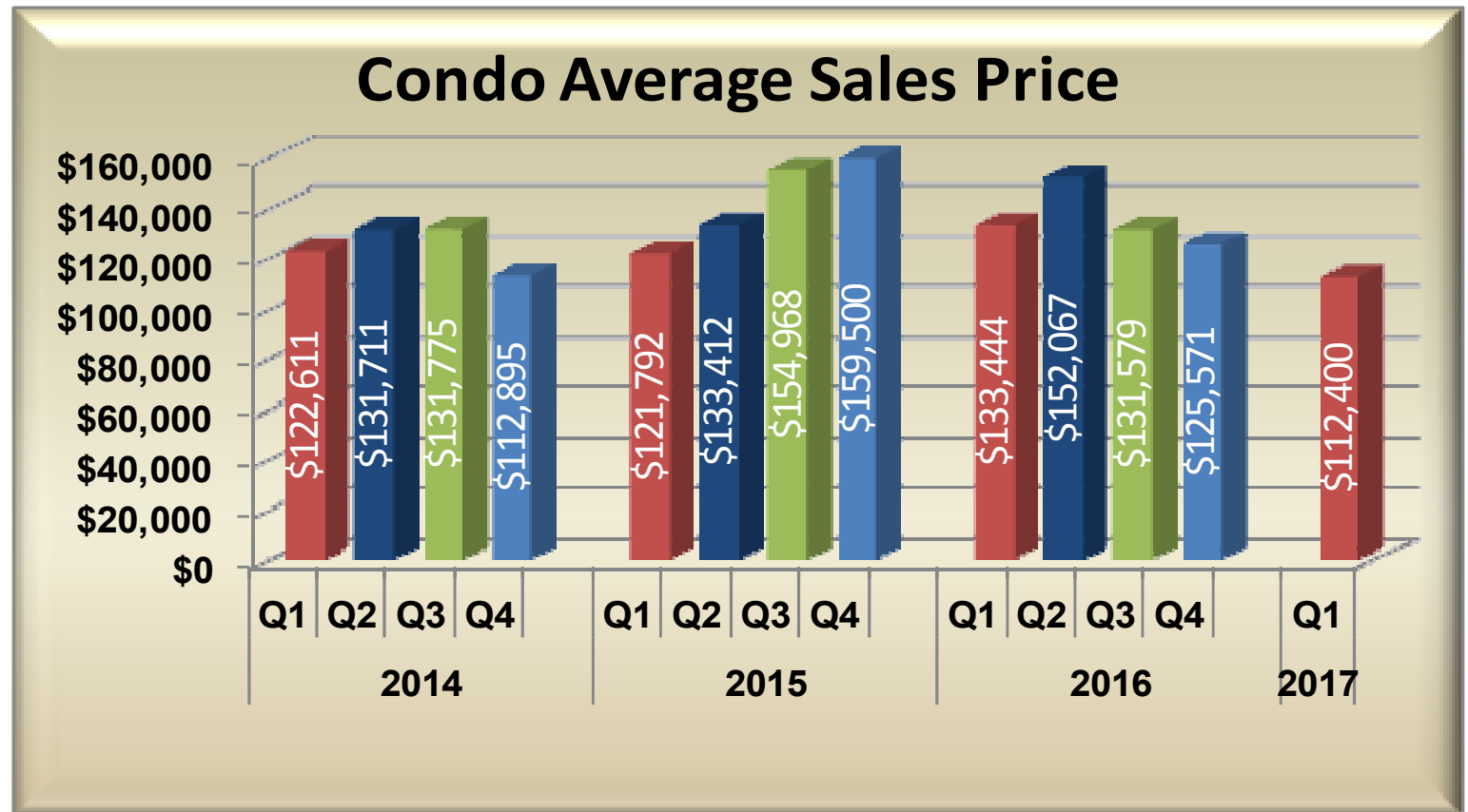




Market Update

■ Average Sold Price for Condos

- YTD 2017 vs. 2016: -15.8%
- Q1 2017 vs. Q1 2016: -15.8%





Market Update

- Highest Average Sold Prices
 - Minimum of 10 Sales this quarter

| High Average Sold Price (min. 10 Sales) | Current Quarter | Previous Quarter | 1 Year Ago |
|--|------------------------|-------------------------|-------------------|
| Hereford Twp | \$ 385,100 | \$ 276,375 | \$ 145,763 |
| Greenwich Twp | \$ 360,000 | \$ 88,615 | \$ 254,250 |
| Robeson Twp | \$ 307,412 | \$ 211,746 | \$ 213,983 |
| Longswamp Twp | \$ 306,667 | \$ 160,828 | \$ 149,787 |
| District Twp | \$ 285,250 | \$ 494,967 | \$ 349,633 |
| N Heidelberg Twp | \$ 282,500 | \$ 86,960 | \$ 262,250 |
| L Heidelberg Twp | \$ 272,436 | \$ 631,906 | \$ 283,707 |



Market Update

- Lowest Average Sold Prices
 - Minimum of 10 Sales this quarter

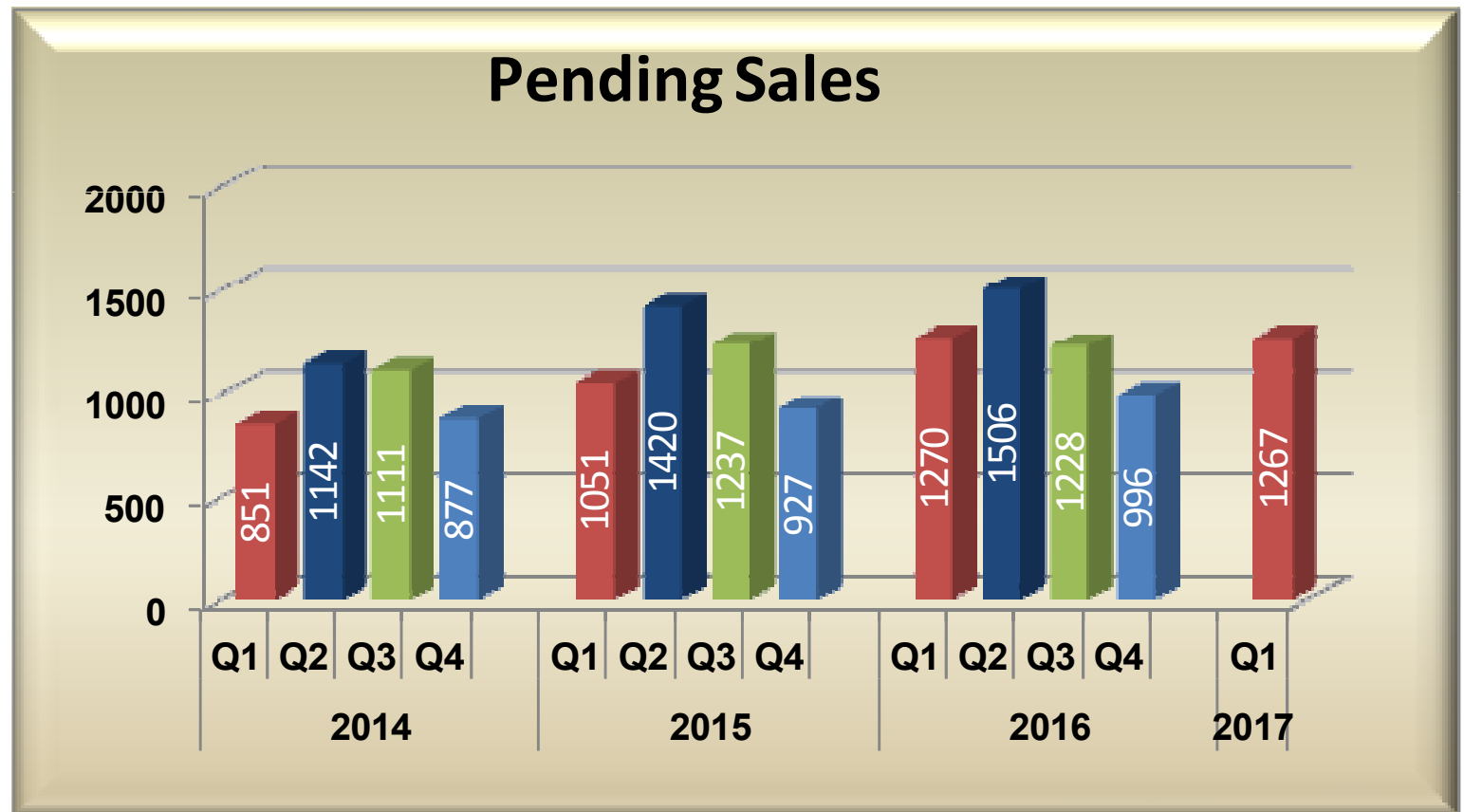
| Low Average Sold Price (min. 10 Sales) | Current Quarter | Previous Quarter | 1 Year Ago |
|---|------------------------|-------------------------|-------------------|
| Reading City | \$ 58,142 | \$ 73,834 | \$ 53,897 |
| Womelsdorf Boro | \$ 90,959 | \$ 118,811 | \$ 124,833 |
| Strausstown Boro | \$ 92,000 | | |
| Mohnton Boro | \$ 96,283 | \$ 295,643 | \$ 111,354 |
| Mt Penn Boro | \$ 96,884 | \$ 117,500 | \$ 91,466 |
| Kenhorst Boro | \$ 100,989 | \$ 180,695 | \$ 85,323 |
| W Reading Boro | \$ 103,946 | \$ 148,391 | \$ 105,187 |



Market Update

■ Pending Sales

- YTD 2017 vs. 2016: - 0.2%
- Q1 2017 vs. Q1 2016: -0.2%

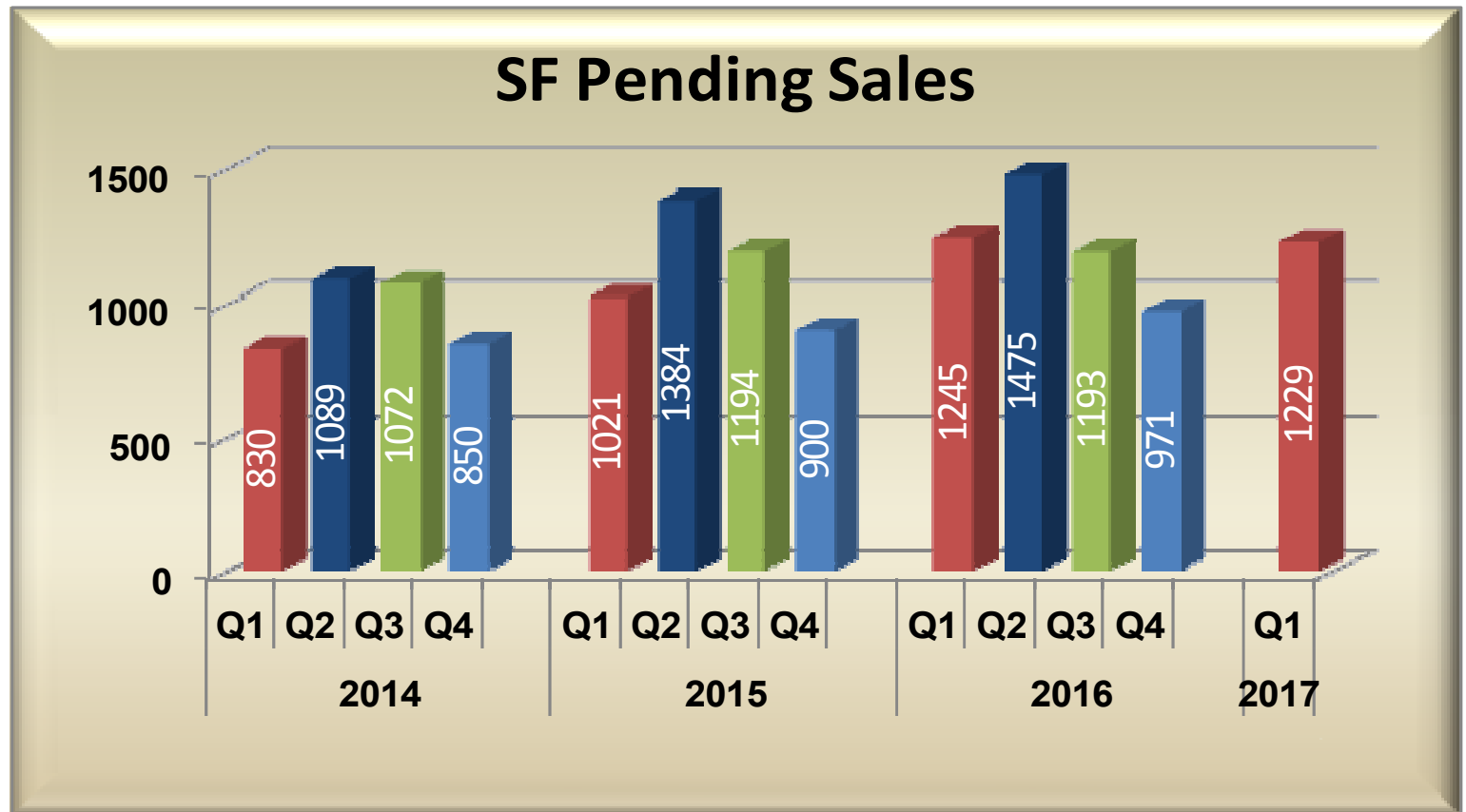




Market Update

■ Single Family Pending Sales

- YTD 2017 vs. 2016: - 1.3%
- Q1 2017 vs. Q1 2016: -1.3%

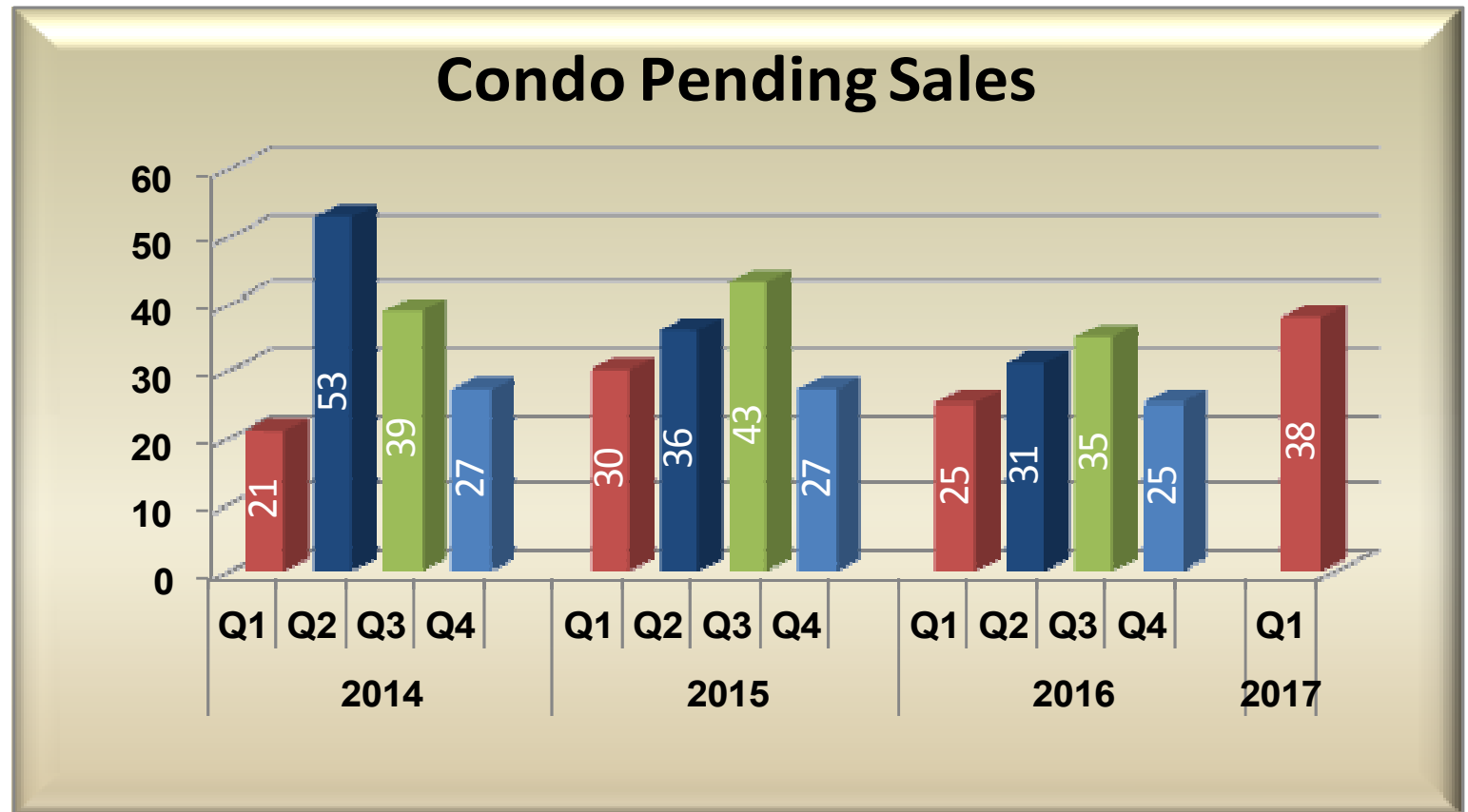




Market Update

Condo Pending Sales

- YTD 2017 vs. 2016: - 1.3%
- Q1 2017 vs. Q1 2016: -1.3%

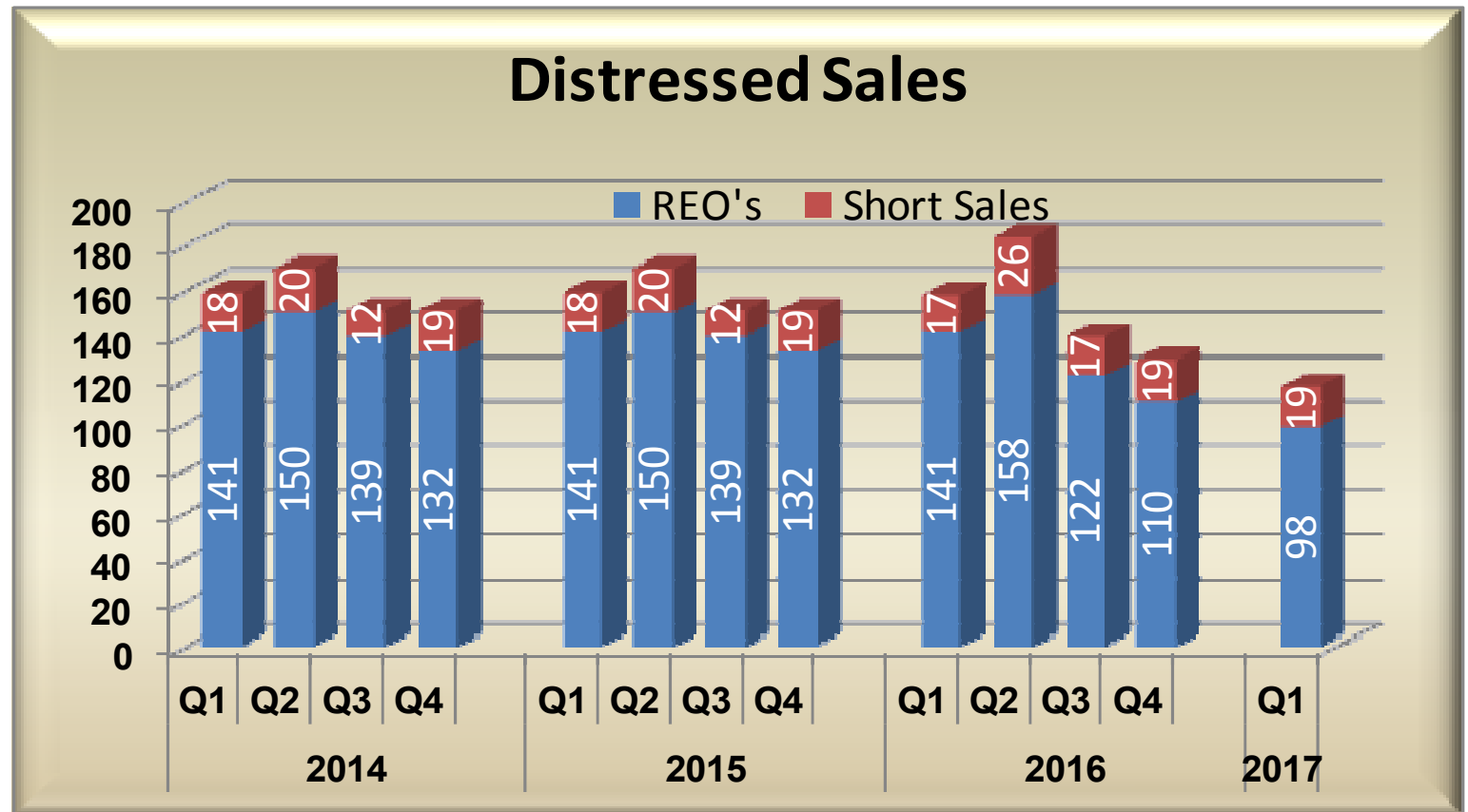




Market Update

Distressed Sales

- YTD 2017 vs. 2016: - 25.9%
- Q1 2017 vs. Q1 2016: -25.9%





Market Update

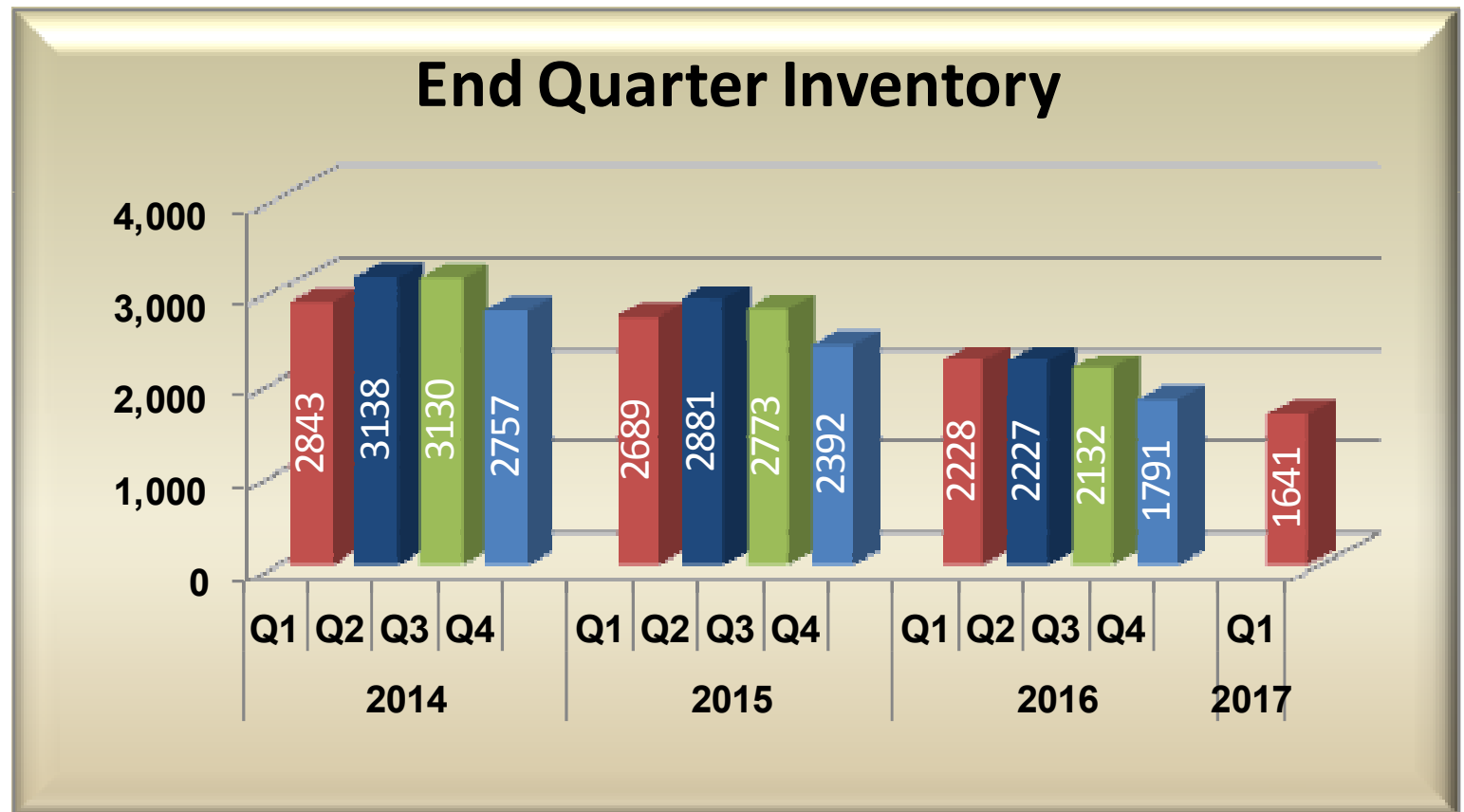
- Most REO's This Quarter

| Number of REO's | Current Quarter | Previous Quarter | 1 Year Ago |
|------------------------|------------------------|-------------------------|-------------------|
| Reading City | 19 | 27 | 32 |
| Exeter Twp | 11 | 10 | 12 |
| Muhlenberg Twp | 6 | 7 | 12 |
| Womelsdorf Boro | 4 | 2 | 0 |
| Robeson Twp | 3 | 0 | 2 |
| Mohnton Boro | 3 | 1 | 2 |
| Maidencreek Twp | 3 | 4 | 3 |



Market Update

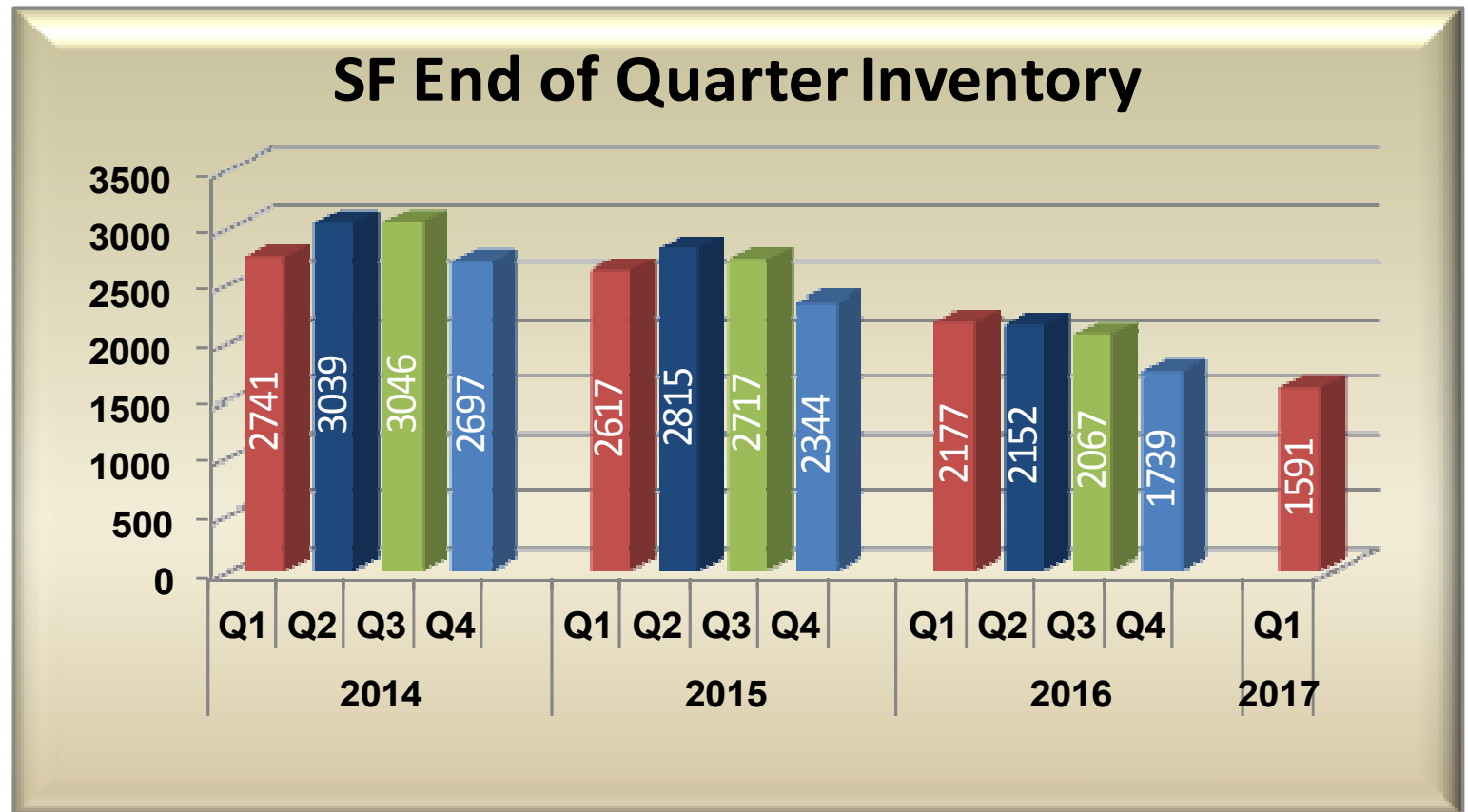
- End of Quarter Inventory
 - Q1 2017 vs. Q4 2016: -8.4%
 - Q1 2017 vs. Q1 2016: -26.3%





Market Update

- Single Family End of Quarter Inventory
 - Q1 2017 vs. Q4 2016: -8.5%
 - Q1 2017 vs. Q1 2016: - 26.9%





Market Update

Condo End of Quarter Inventory

- Q1 2017 vs. Q4 2016: -3.8%
- Q1 2017 vs. Q1 2016: -2.0%

