

Quarterly Indicators



Q4-2015

In 2015, national residential real estate, by and large, had a good year. Supply and demand were healthy in an environment rife with low interest rates and improved employment. The Federal Reserve finally increased short-term rates in December, and more increases are expected in 2016. Housing markets have shown a willingness to accept this. Save for a few expensive outliers where low inventory and high prices have become the norm, a balanced market is anticipated for much of the country for the foreseeable future. Improved inventory and affordability remain key factors for continued optimism.

New Listings increased 6.3 percent to 1,333. Pending Sales were up 5.1 percent to 940. Inventory levels shrank 18.2 percent to 2,174 units.

Prices continued to gain traction. The Median Sales Price increased 6.3 percent to \$148,700. Days on Market was down 9.1 percent to 80 days. Sellers were encouraged as Months Supply of Inventory was down 29.1 percent to 5.6 months.

Gross Domestic Product increased at an annual rate near 2.0 percent to close 2015, and that rate is expected to increase next year. Residential real estate is considered a healthy piece of the national economy. Contributing factors from within the industry include better lending standards and foreclosures falling back to more traditional levels. Declining unemployment, higher wages and low fuel prices have also conspired to improve personal budgets.

Activity Snapshot

+ 3.3% **- 18.2%** **+ 6.3%**

One-Year Change in **Closed Sales** One-Year Change in **Homes for Sale** One-Year Change in **Median Sales Price**

Residential real estate activity in Berks County, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview



Key metrics by reported quarter and for year-to-date (YTD) starting from the first of the year.

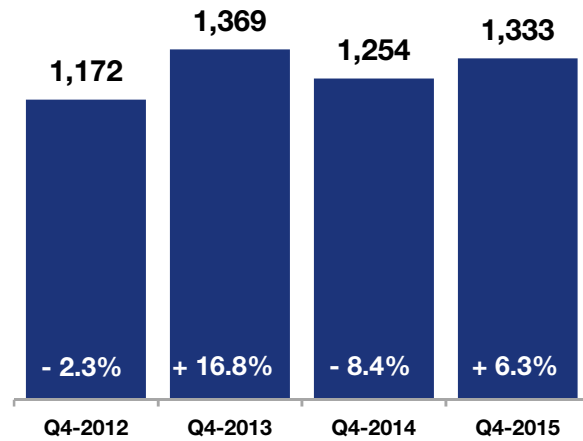
Key Metrics	Historical Sparkbars	Q4-2014	Q4-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		1,254	1,333	+ 6.3%	6,726	7,051	+ 4.8%
Pending Sales		894	940	+ 5.1%	4,030	4,698	+ 16.6%
Closed Sales		1,063	1,098	+ 3.3%	4,033	4,558	+ 13.0%
Days on Market		88	80	- 9.1%	91	84	- 7.7%
Median Sales Price		\$139,900	\$148,700	+ 6.3%	\$147,500	\$149,900	+ 1.6%
Avg. Sales Price		\$150,560	\$164,112	+ 9.0%	\$160,568	\$162,075	+ 0.9%
Pct. of Orig. Price Received		91.4%	92.2%	+ 0.9%	92.0%	92.7%	+ 0.8%
Affordability Index		228	216	- 5.3%	216	215	- 0.5%
Homes for Sale		2,659	2,174	- 18.2%	--	--	--
Months Supply		7.9	5.6	- 29.1%	--	--	--

New Listings

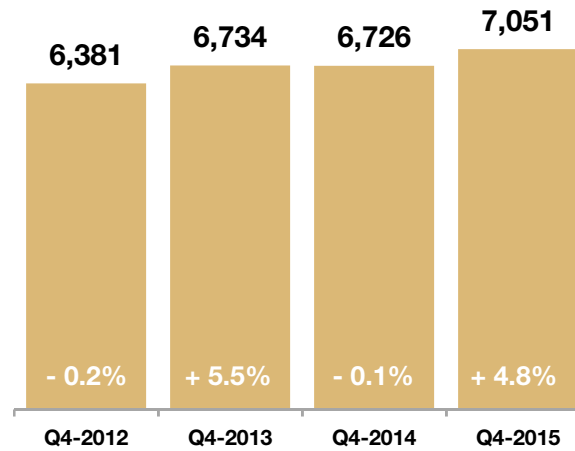
A count of the properties that have been newly listed on the market in a given quarter.



Fourth Quarter

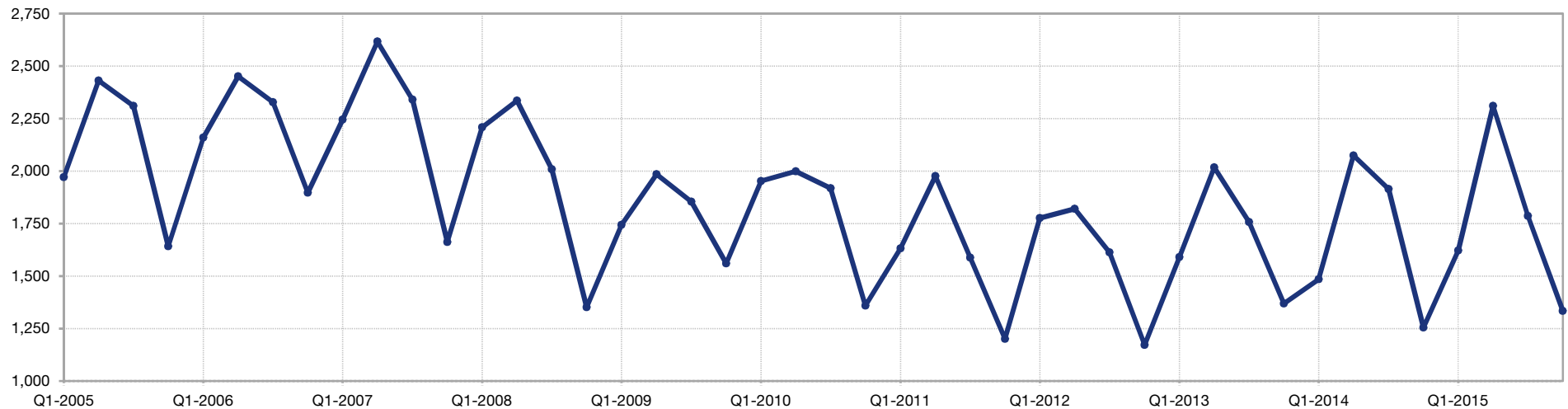


Year to Date



	New Listings	Percent Change
Q1-2013	1,590	-10.5%
Q2-2013	2,018	+10.9%
Q3-2013	1,757	+8.9%
Q4-2013	1,369	+16.8%
Q1-2014	1,484	-6.7%
Q2-2014	2,074	+2.8%
Q3-2014	1,914	+8.9%
Q4-2014	1,254	-8.4%
Q1-2015	1,622	+9.3%
Q2-2015	2,310	+11.4%
Q3-2015	1,786	-6.7%
Q4-2015	1,333	+6.3%

Historical New Listings by Quarter

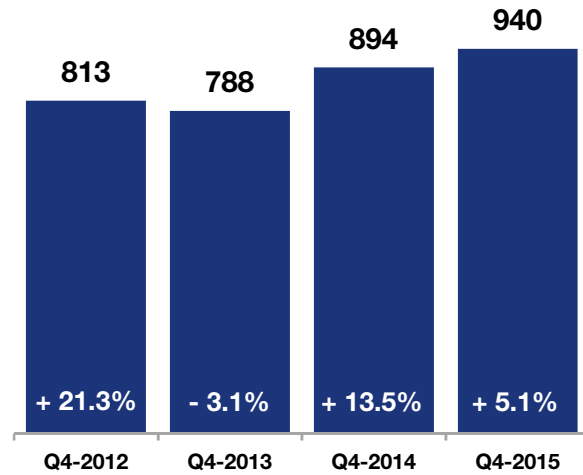


Pending Sales

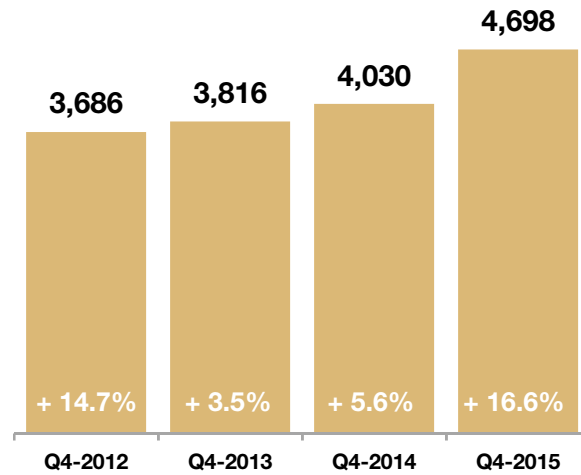
A count of the properties on which offers have been accepted in a given quarter.



Fourth Quarter

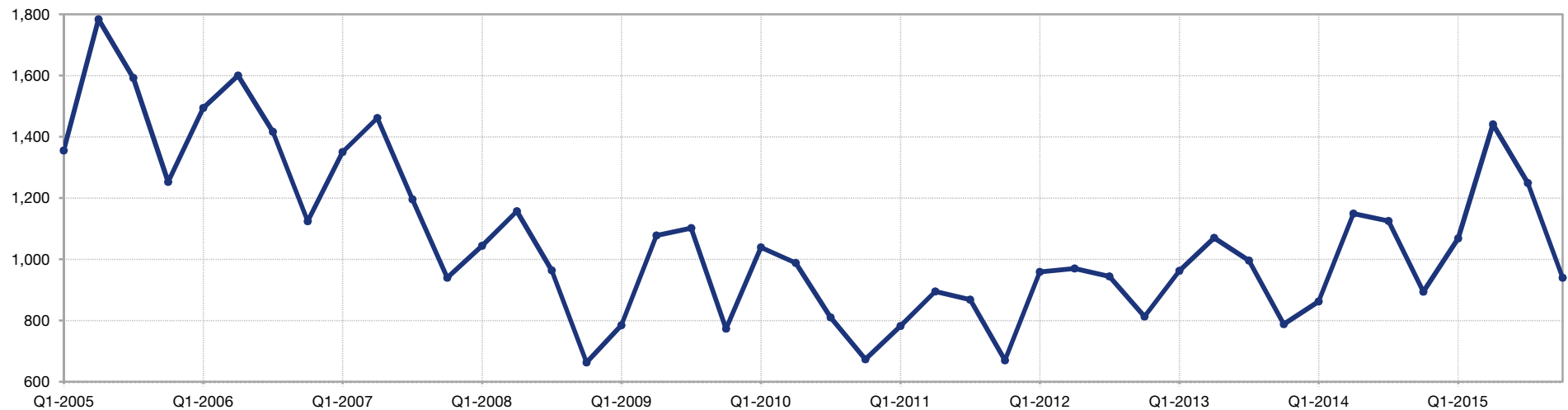


Year to Date



	Pending Sales	Percent Change
Q1-2013	962	+0.3%
Q2-2013	1,070	+10.3%
Q3-2013	996	+5.5%
Q4-2013	788	-3.1%
Q1-2014	862	-10.4%
Q2-2014	1,149	+7.4%
Q3-2014	1,125	+13.0%
Q4-2014	894	+13.5%
Q1-2015	1,068	+23.9%
Q2-2015	1,441	+25.4%
Q3-2015	1,249	+11.0%
Q4-2015	940	+5.1%

Historical Pending Sales by Quarter

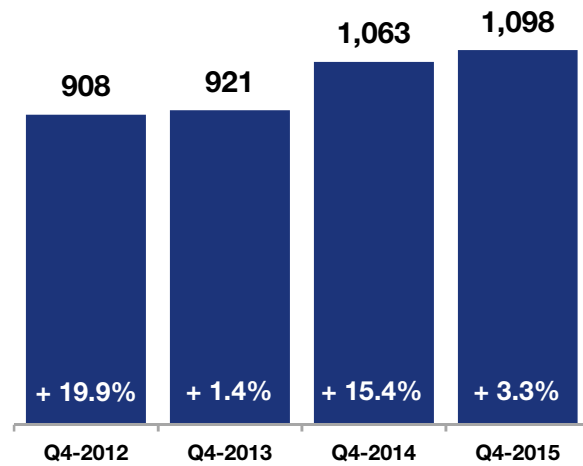


Closed Sales

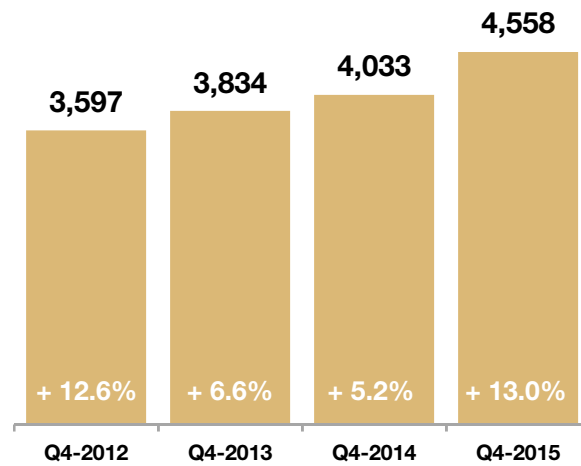
A count of the actual sales that closed in a given quarter.



Fourth Quarter

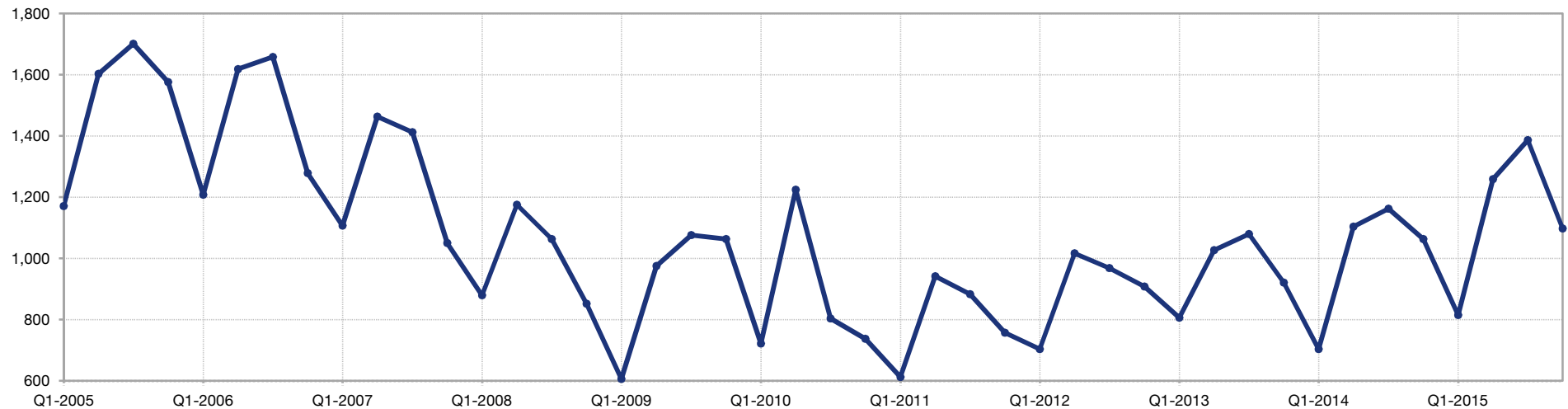


Year to Date



	Closed Sales	Percent Change
Q1-2013	806	+14.5%
Q2-2013	1,027	+1.0%
Q3-2013	1,080	+11.6%
Q4-2013	921	+1.4%
Q1-2014	704	-12.7%
Q2-2014	1,104	+7.5%
Q3-2014	1,162	+7.6%
Q4-2014	1,063	+15.4%
Q1-2015	815	+15.8%
Q2-2015	1,259	+14.0%
Q3-2015	1,386	+19.3%
Q4-2015	1,098	+3.3%

Historical Closed Sales by Quarter

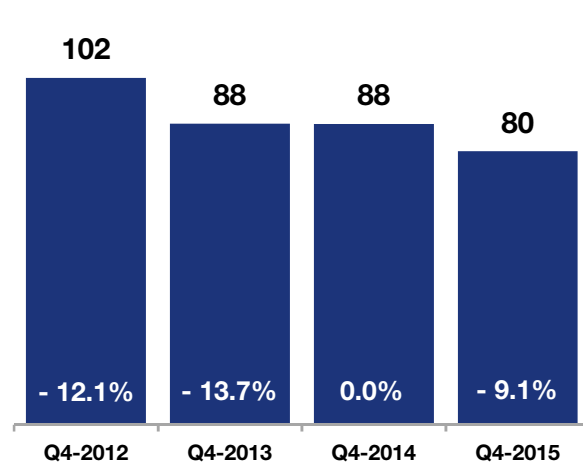


Days on Market Until Sale

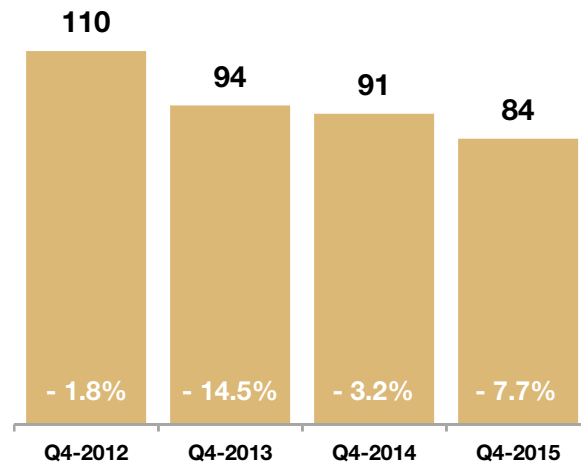
Average number of days between when a property is listed and when an offer is accepted in a given quarter.



Fourth Quarter

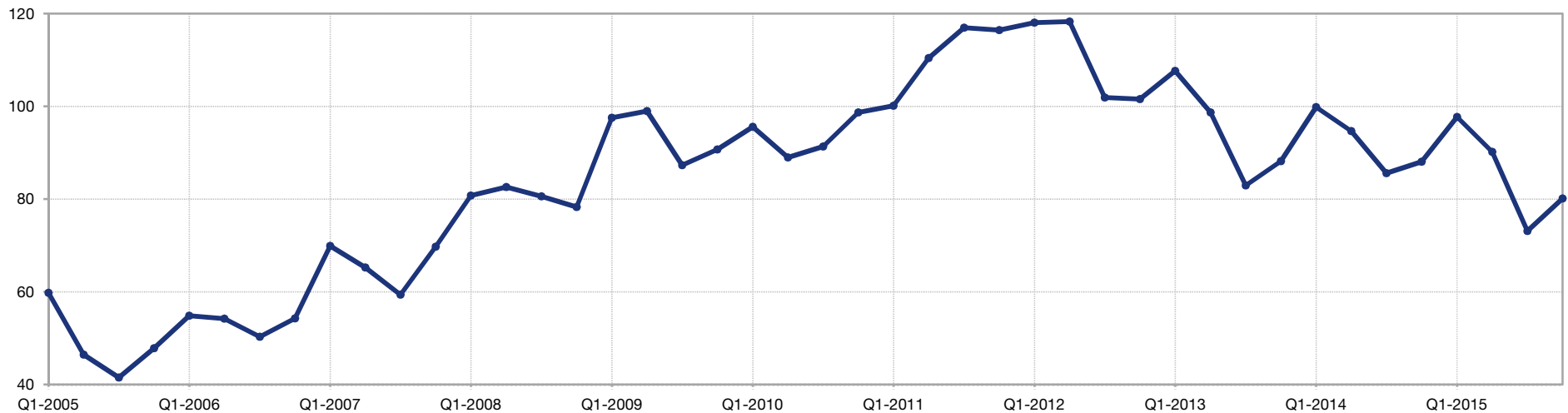


Year to Date



	Days on Market	Percent Change
Q1-2013	108	-8.5%
Q2-2013	99	-16.1%
Q3-2013	83	-18.6%
Q4-2013	88	-13.7%
Q1-2014	100	-7.4%
Q2-2014	95	-4.0%
Q3-2014	86	+3.6%
Q4-2014	88	0.0%
Q1-2015	98	-2.0%
Q2-2015	90	-5.3%
Q3-2015	73	-15.1%
Q4-2015	80	-9.1%

Historical Days on Market Until Sale by Quarter

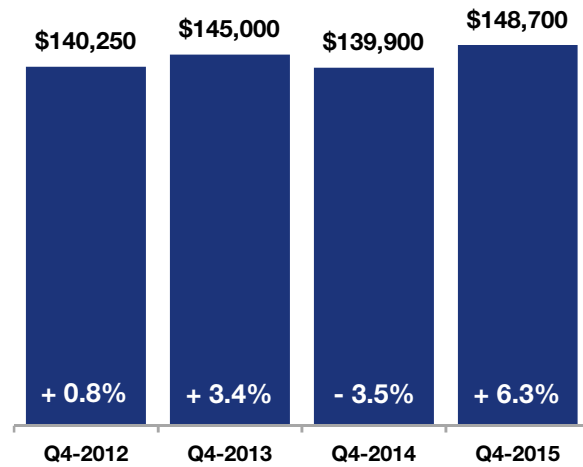


Median Sales Price

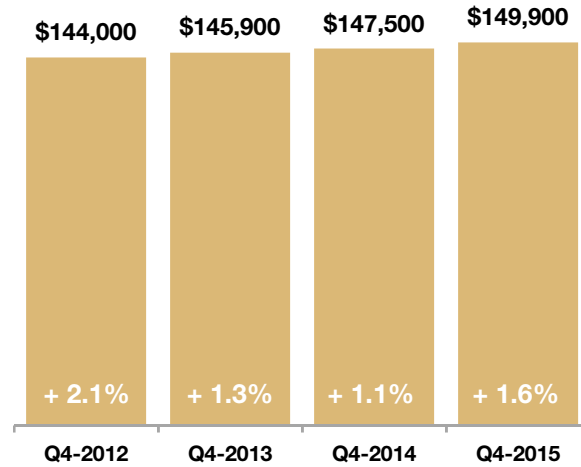
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Fourth Quarter

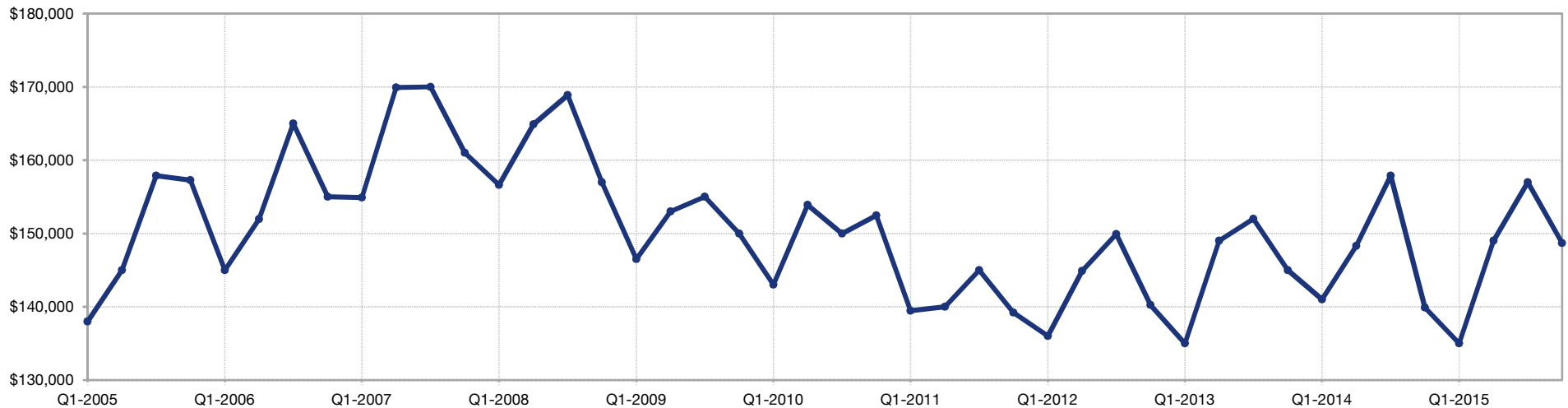


Year to Date



	Median Sales Price	Percent Change
Q1-2013	\$135,000	-0.7%
Q2-2013	\$149,000	+2.8%
Q3-2013	\$152,000	+1.4%
Q4-2013	\$145,000	+3.4%
Q1-2014	\$141,000	+4.4%
Q2-2014	\$148,294	-0.5%
Q3-2014	\$157,900	+3.9%
Q4-2014	\$139,900	-3.5%
Q1-2015	\$135,000	-4.3%
Q2-2015	\$149,000	+0.5%
Q3-2015	\$157,000	-0.6%
Q4-2015	\$148,700	+6.3%

Historical Median Sales Price by Quarter

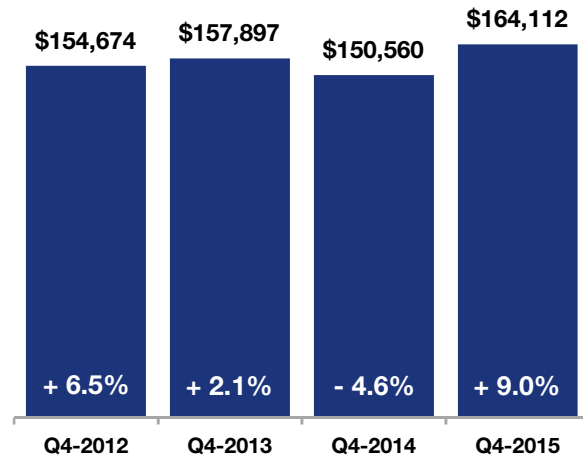


Average Sales Price

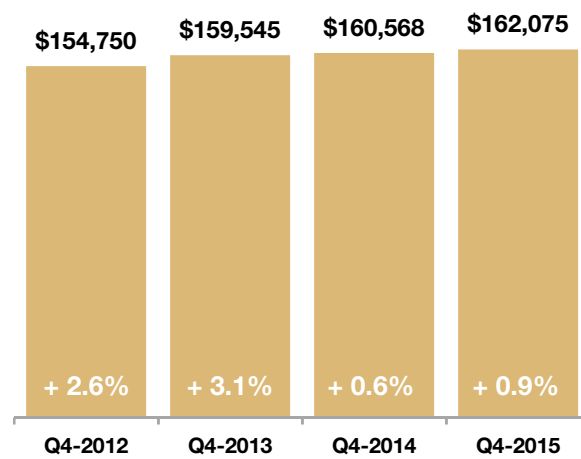
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter.



Fourth Quarter

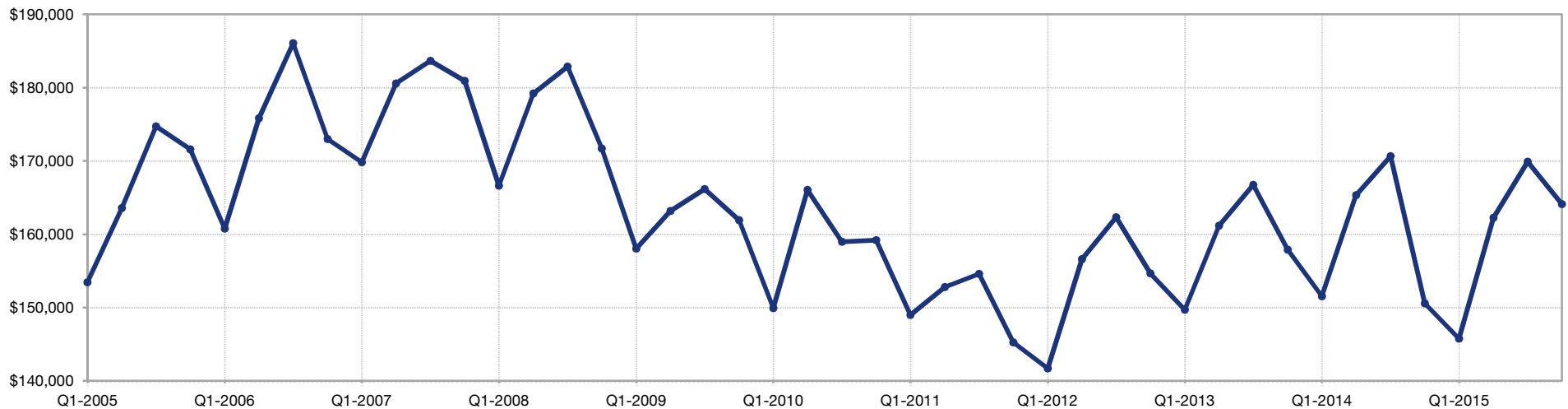


Year to Date



	Avg. Sales Price	Percent Change
Q1-2013	\$149,711	+5.6%
Q2-2013	\$161,183	+2.9%
Q3-2013	\$166,722	+2.7%
Q4-2013	\$157,897	+2.1%
Q1-2014	\$151,558	+1.2%
Q2-2014	\$165,338	+2.6%
Q3-2014	\$170,657	+2.4%
Q4-2014	\$150,560	-4.6%
Q1-2015	\$145,778	-3.8%
Q2-2015	\$162,261	-1.9%
Q3-2015	\$169,889	-0.5%
Q4-2015	\$164,112	+9.0%

Historical Average Sales Price by Quarter

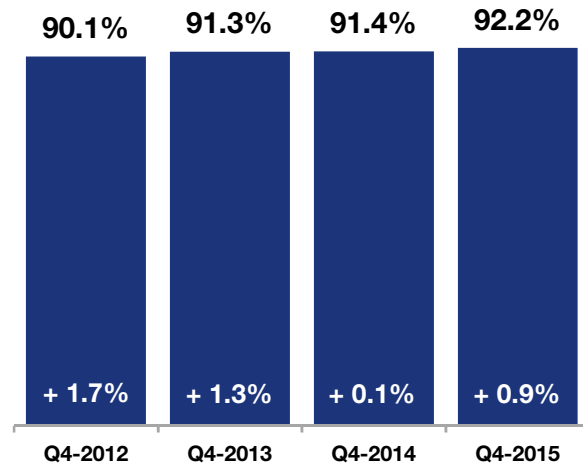


Percent of Original List Price Received

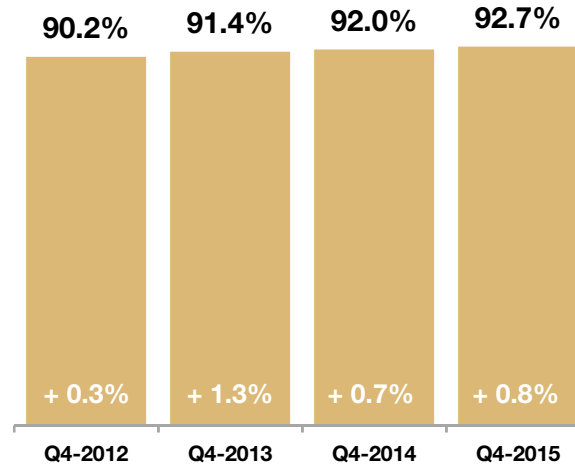
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



Fourth Quarter

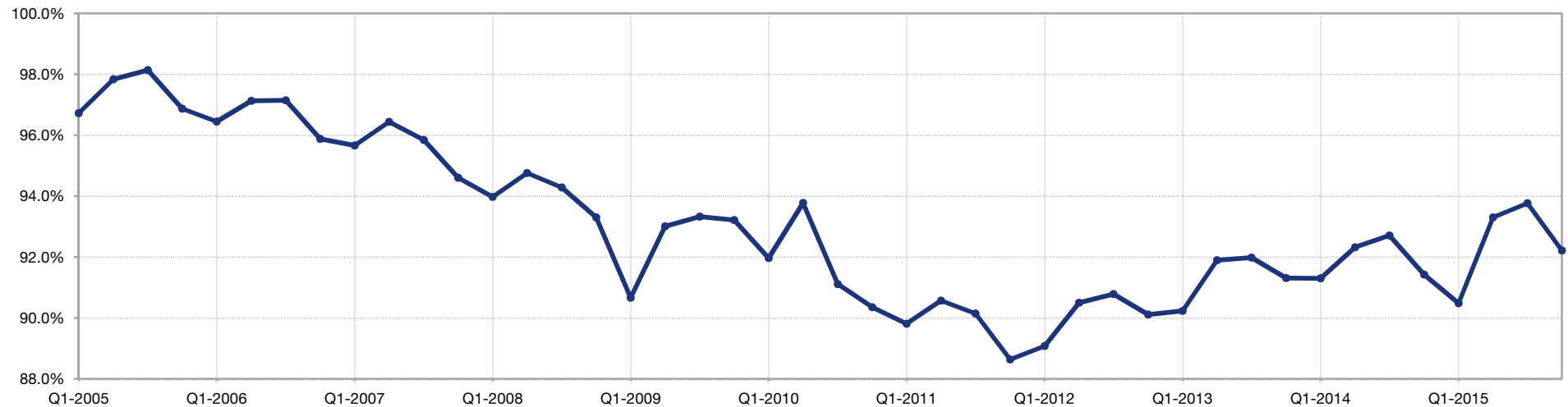


Year to Date



	Pct. of Orig. Price Received	Percent Change
Q1-2013	90.2%	+1.2%
Q2-2013	91.9%	+1.5%
Q3-2013	92.0%	+1.3%
Q4-2013	91.3%	+1.3%
Q1-2014	91.3%	+1.2%
Q2-2014	92.3%	+0.4%
Q3-2014	92.7%	+0.8%
Q4-2014	91.4%	+0.1%
Q1-2015	90.5%	-0.9%
Q2-2015	93.3%	+1.1%
Q3-2015	93.8%	+1.2%
Q4-2015	92.2%	+0.9%

Historical Percent of Original List Price Received by Quarter

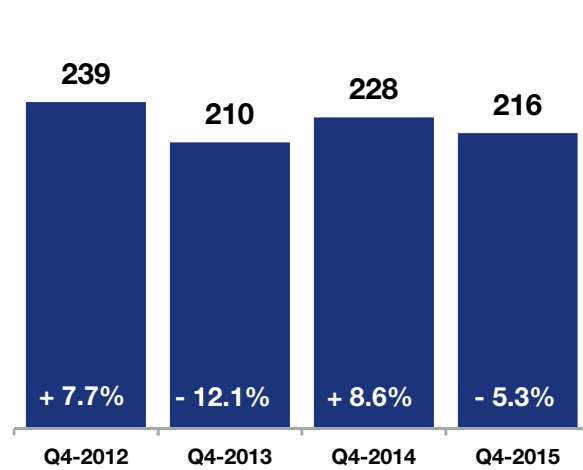


Housing Affordability Index

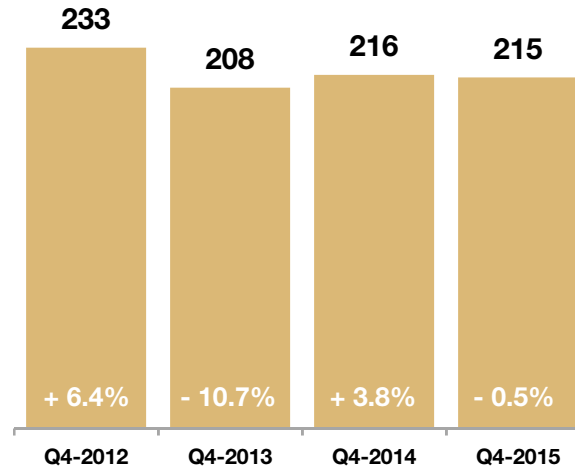


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

Fourth Quarter

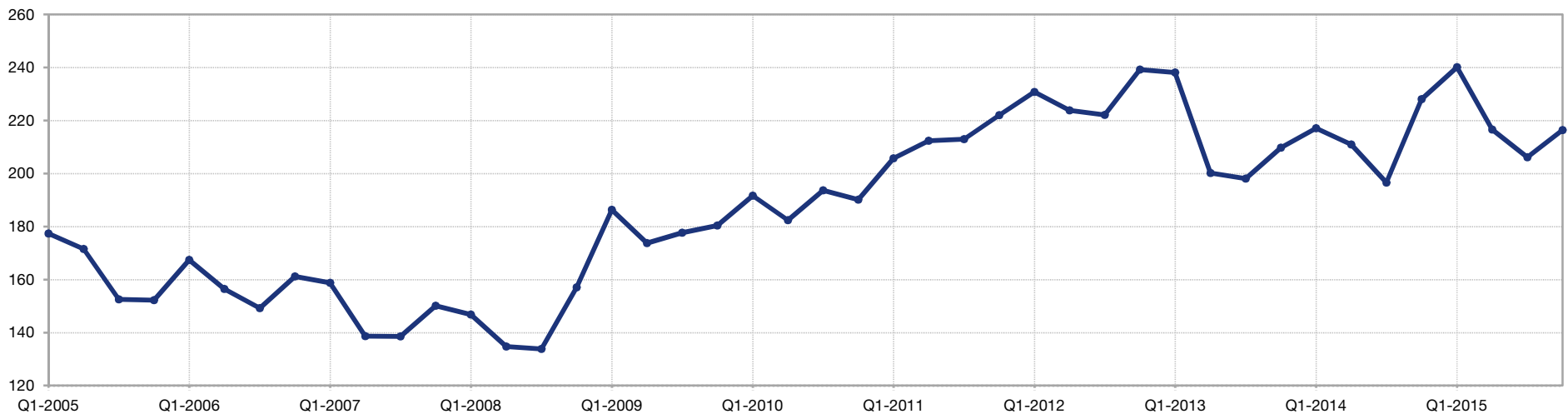


Year to Date



	Affordability Index	Percent Change
Q1-2013	238	+3.0%
Q2-2013	200	-10.7%
Q3-2013	198	-10.8%
Q4-2013	210	-12.1%
Q1-2014	217	-8.8%
Q2-2014	211	+5.5%
Q3-2014	197	-0.5%
Q4-2014	228	+8.6%
Q1-2015	240	+10.6%
Q2-2015	217	+2.8%
Q3-2015	206	+4.6%
Q4-2015	216	-5.3%

Historical Housing Affordability Index by Quarter

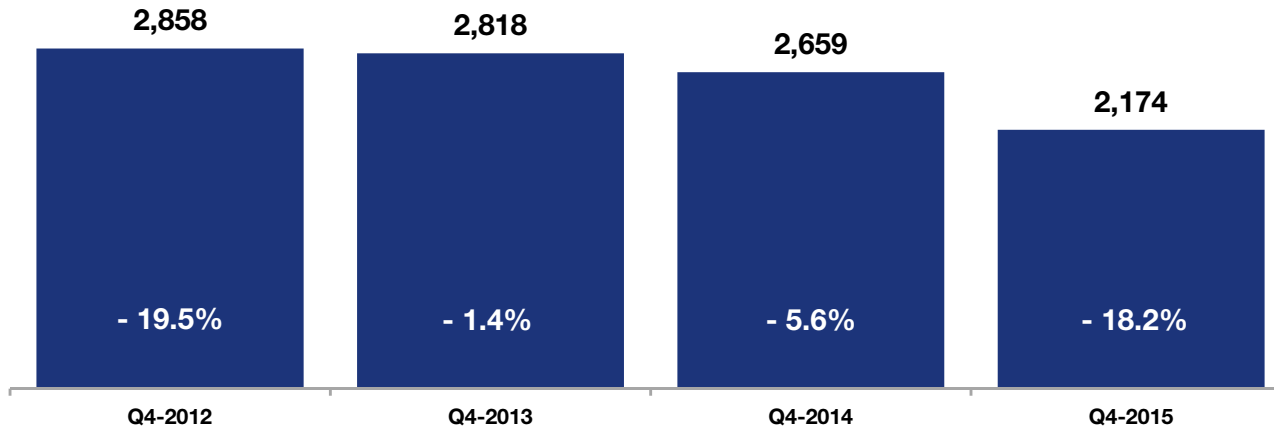


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given quarter.

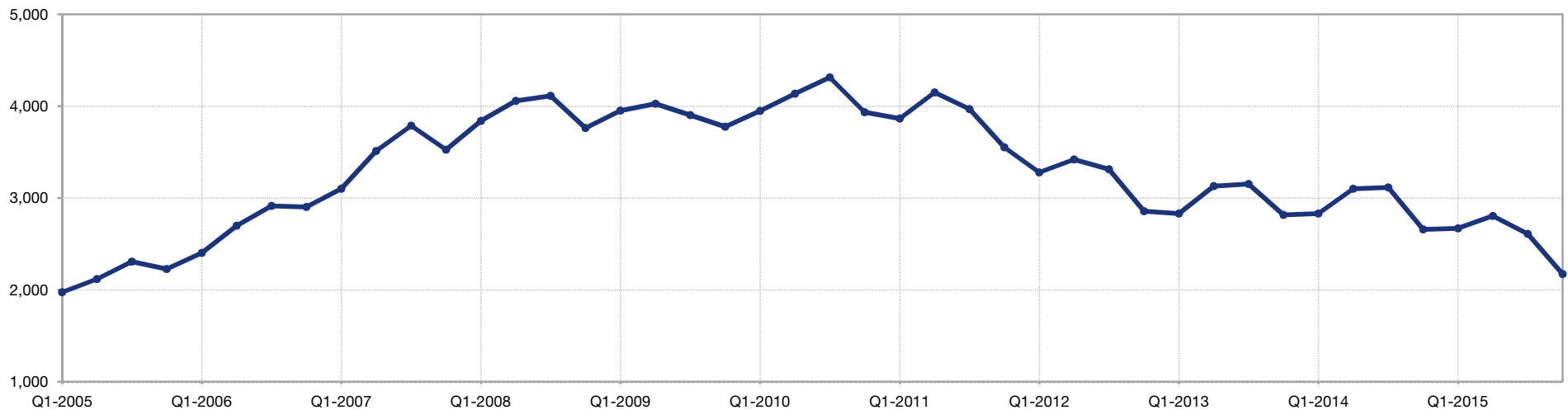


Fourth Quarter



	Homes for Sale	Percent Change
Q1-2013	2,830	-13.7%
Q2-2013	3,131	-8.5%
Q3-2013	3,152	-4.9%
Q4-2013	2,818	-1.4%
Q1-2014	2,831	+0.0%
Q2-2014	3,101	-1.0%
Q3-2014	3,115	-1.2%
Q4-2014	2,659	-5.6%
Q1-2015	2,669	-5.7%
Q2-2015	2,805	-9.5%
Q3-2015	2,609	-16.2%
Q4-2015	2,174	-18.2%

Historical Inventory of Homes for Sale by Quarter

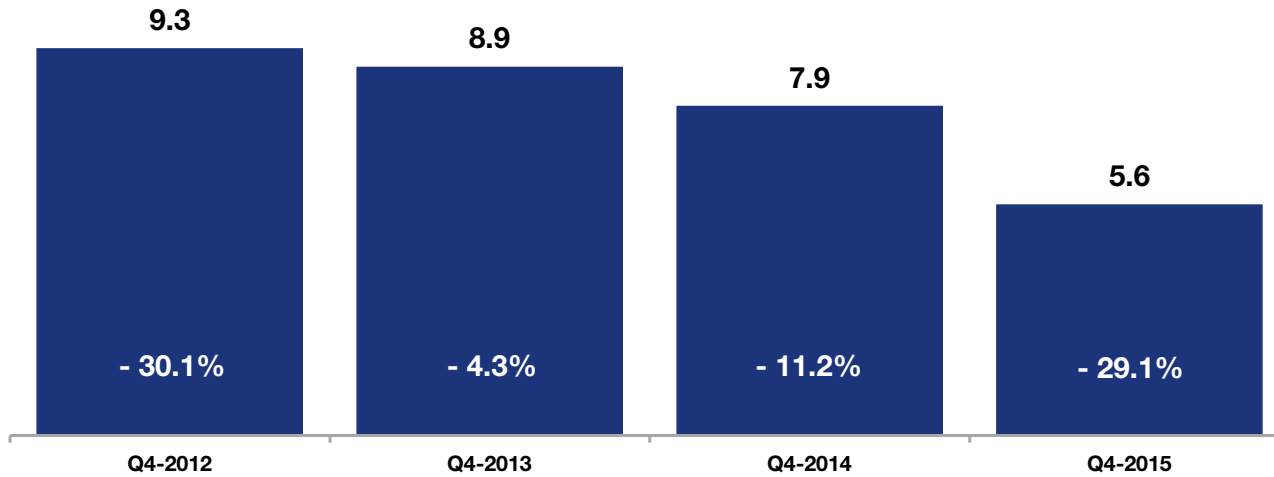


Months Supply of Inventory

The inventory of homes for sale at the end of a given quarter, divided by the average monthly pending sales from the last 12 months.



Fourth Quarter



	Months Supply	Percent Change
Q1-2013	9.2	-20.7%
Q2-2013	9.9	-16.1%
Q3-2013	9.8	-12.5%
Q4-2013	8.9	-4.3%
Q1-2014	9.1	-1.1%
Q2-2014	9.8	-1.0%
Q3-2014	9.5	-3.1%
Q4-2014	7.9	-11.2%
Q1-2015	7.6	-16.5%
Q2-2015	7.4	-24.5%
Q3-2015	6.7	-29.5%
Q4-2015	5.6	-29.1%

Historical Months Supply of Inventory by Quarter

