

Quarterly Indicators



Q3-2016

As anticipated at the outset of the year, demand has remained high through the first three quarters of 2016, propping up sales and prices despite heavy reductions in inventory and months of supply across the country. With rental prices and employment opportunities in a consistent climb, year-over-year increases in home buying are probable for the rest of the year but not guaranteed.

New Listings decreased 10.8 percent to 1,591. Pending Sales were down 0.2 percent to 1,235. Inventory levels shrank 27.5 percent to 1,919 units.

Prices continued to gain traction. The Median Sales Price increased 1.3 percent to \$160,000. Days on Market remained flat at 72 days. Sellers were encouraged as Months Supply of Inventory was down 31.9 percent to 4.7 months.

In general, today's demand is driven by three factors: Millennials are reaching prime home-buying age, growing families are looking for larger homes and empty nesters are downsizing. However, intriguingly low interest rates often prompt refinancing instead of listing, contributing to lower inventory. Recent studies have also shown that short-term rentals are keeping a collection of homes off the market.

Activity Snapshot

+ 0.7% **- 27.5%** **+ 1.3%**

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.

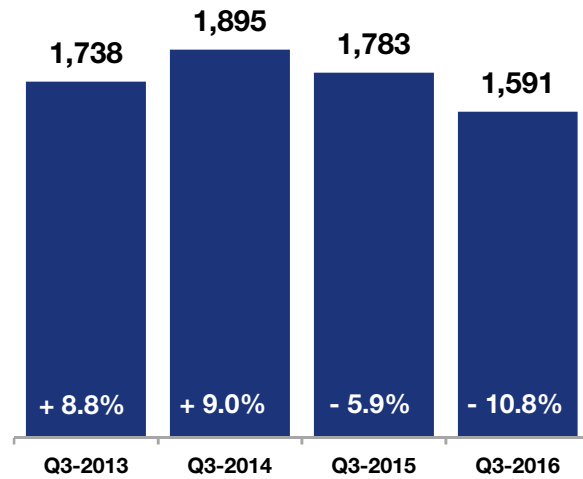
Key Metrics	Historical Sparkbars	Q3-2015	Q3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1,783	1,591	- 10.8%	5,687	5,276	- 7.2%
Pending Sales		1,238	1,235	- 0.2%	3,708	4,002	+ 7.9%
Closed Sales		1,375	1,385	+ 0.7%	3,423	3,775	+ 10.3%
Days on Market		72	72	0.0%	84	78	- 7.1%
Median Sales Price		\$158,000	\$160,000	+ 1.3%	\$150,000	\$155,000	+ 3.3%
Avg. Sales Price		\$171,089	\$177,764	+ 3.9%	\$162,797	\$171,027	+ 5.1%
Pct. of Orig. Price Received		93.9%	94.0%	+ 0.1%	92.9%	93.5%	+ 0.6%
Affordability Index		205	219	+ 6.8%	216	226	+ 4.6%
Homes for Sale		2,647	1,919	- 27.5%	--	--	--
Months Supply		6.9	4.7	- 31.9%	--	--	--

New Listings

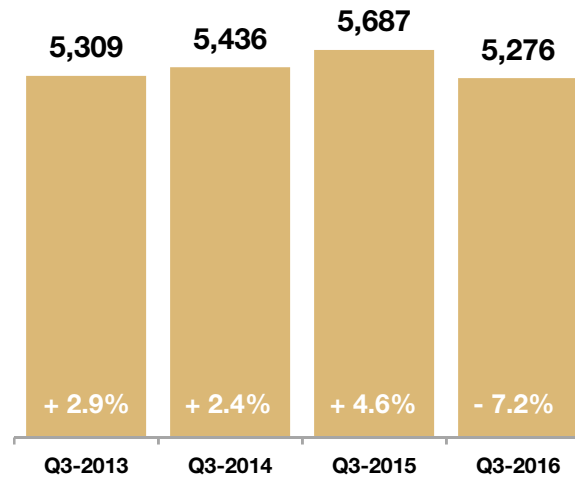
A count of the properties that have been newly listed on the market in a given quarter.



Third Quarter

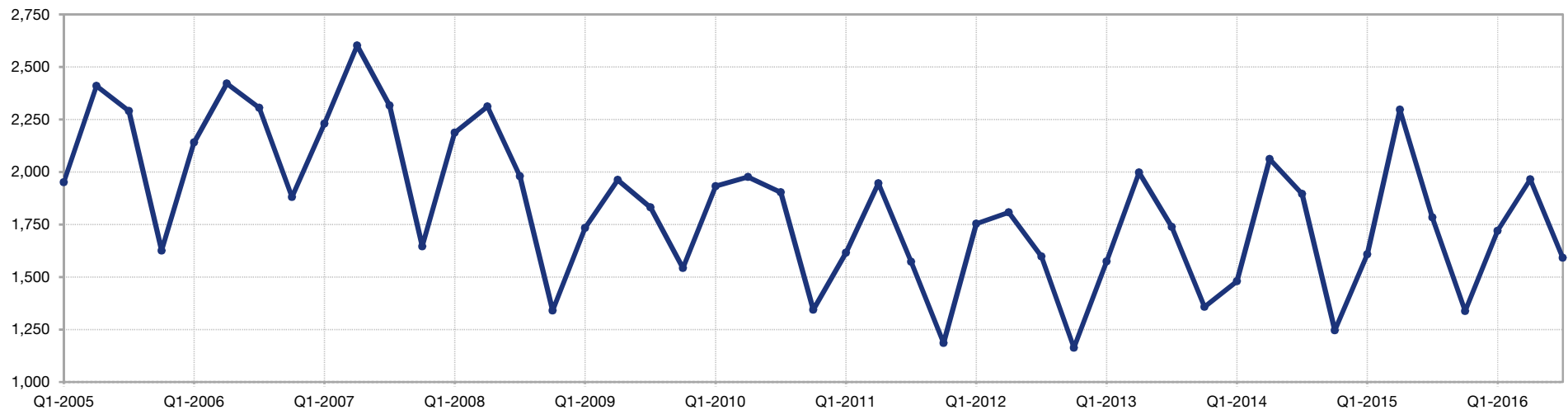


Year to Date



	New Listings	Percent Change
Q4-2013	1,358	+16.8%
Q1-2014	1,480	-6.0%
Q2-2014	2,061	+3.2%
Q3-2014	1,895	+9.0%
Q4-2014	1,246	-8.2%
Q1-2015	1,608	+8.6%
Q2-2015	2,296	+11.4%
Q3-2015	1,783	-5.9%
Q4-2015	1,337	+7.3%
Q1-2016	1,720	+7.0%
Q2-2016	1,965	-14.4%
Q3-2016	1,591	-10.8%

Historical New Listings by Quarter

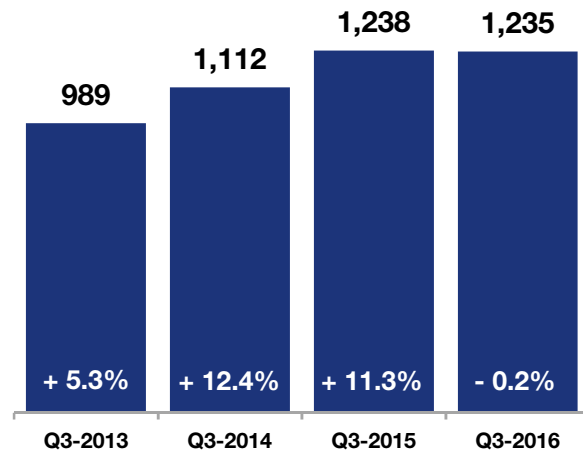


Pending Sales

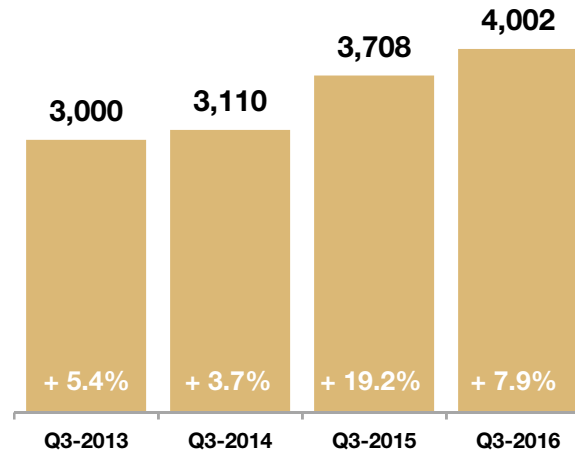
A count of the properties on which offers have been accepted in a given quarter.



Third Quarter

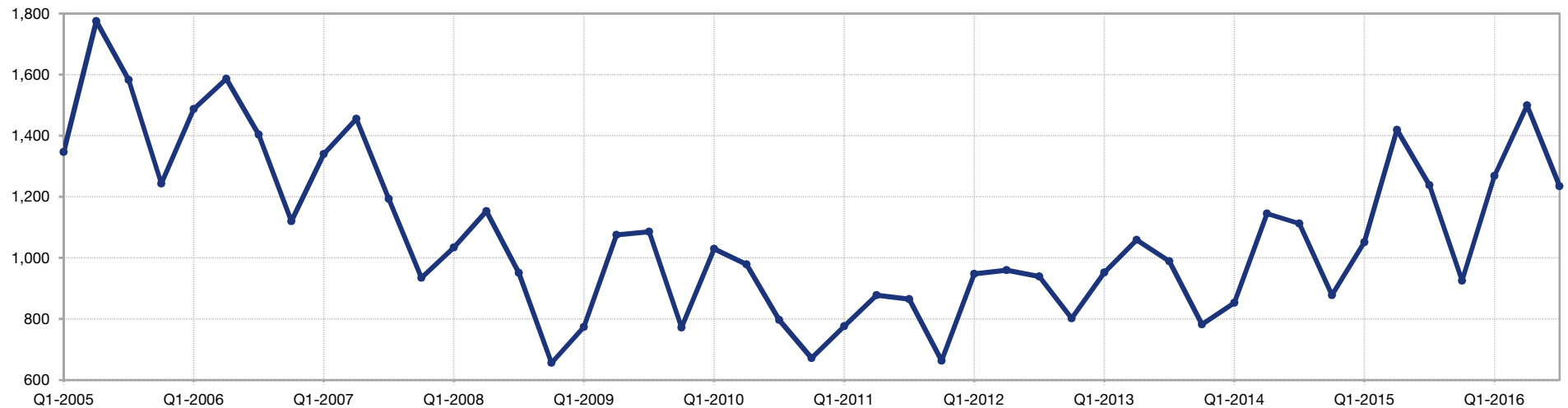


Year to Date



	Pending Sales	Percent Change
Q4-2013	782	-2.5%
Q1-2014	853	-10.4%
Q2-2014	1,145	+8.1%
Q3-2014	1,112	+12.4%
Q4-2014	878	+12.3%
Q1-2015	1,051	+23.2%
Q2-2015	1,419	+23.9%
Q3-2015	1,238	+11.3%
Q4-2015	925	+5.4%
Q1-2016	1,268	+20.6%
Q2-2016	1,499	+5.6%
Q3-2016	1,235	-0.2%

Historical Pending Sales by Quarter

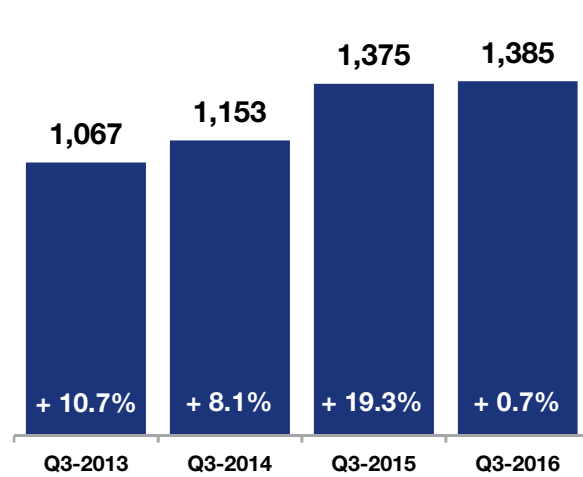


Closed Sales

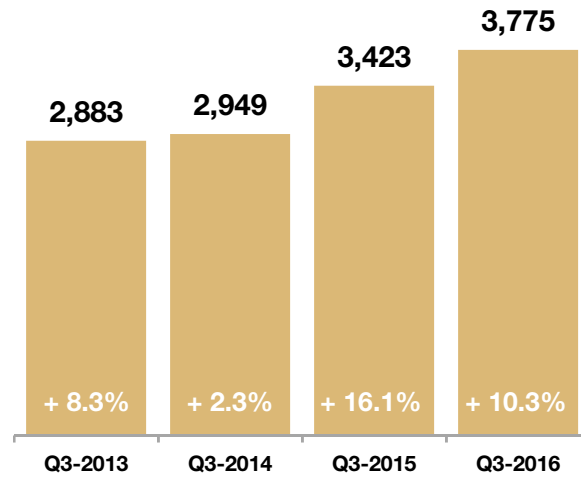
A count of the actual sales that closed in a given quarter.



Third Quarter

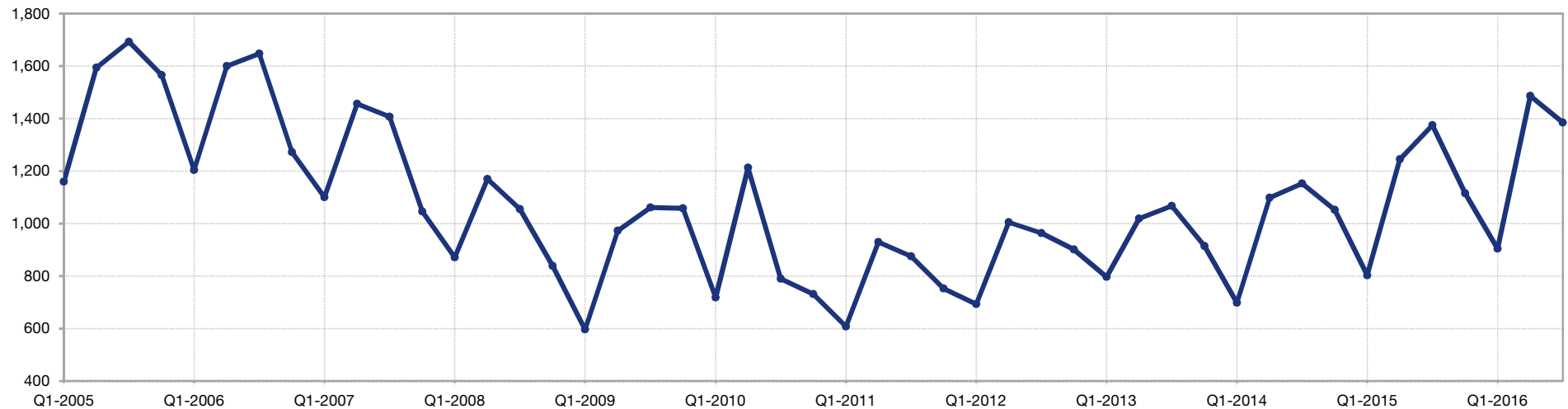


Year to Date



	Closed Sales	Percent Change
Q4-2013	914	+1.4%
Q1-2014	698	-12.4%
Q2-2014	1,098	+7.8%
Q3-2014	1,153	+8.1%
Q4-2014	1,052	+15.1%
Q1-2015	803	+15.0%
Q2-2015	1,245	+13.4%
Q3-2015	1,375	+19.3%
Q4-2015	1,115	+6.0%
Q1-2016	904	+12.6%
Q2-2016	1,486	+19.4%
Q3-2016	1,385	+0.7%

Historical Closed Sales by Quarter

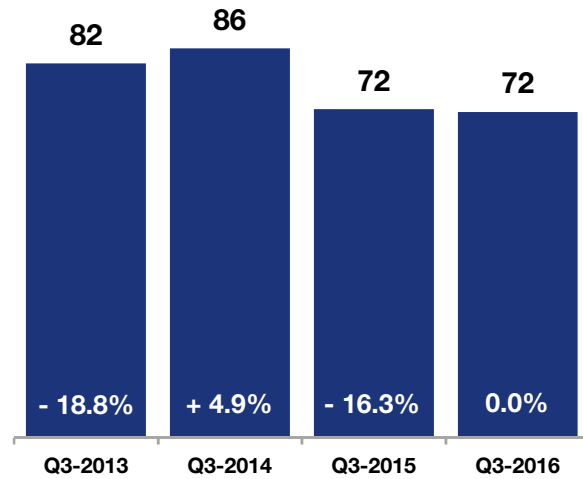


Days on Market Until Sale

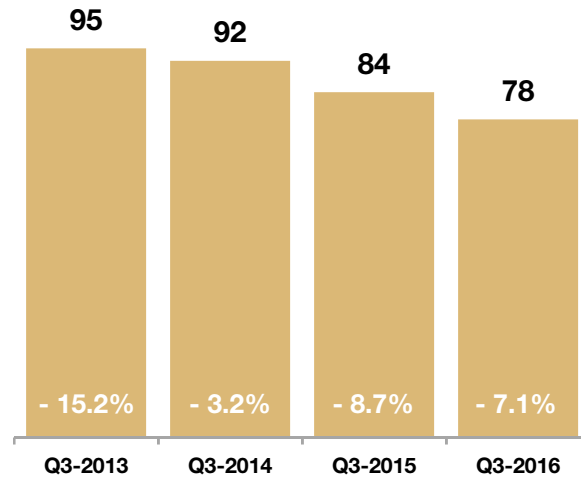
Average number of days between when a property is listed and when an offer is accepted in a given quarter.



Third Quarter

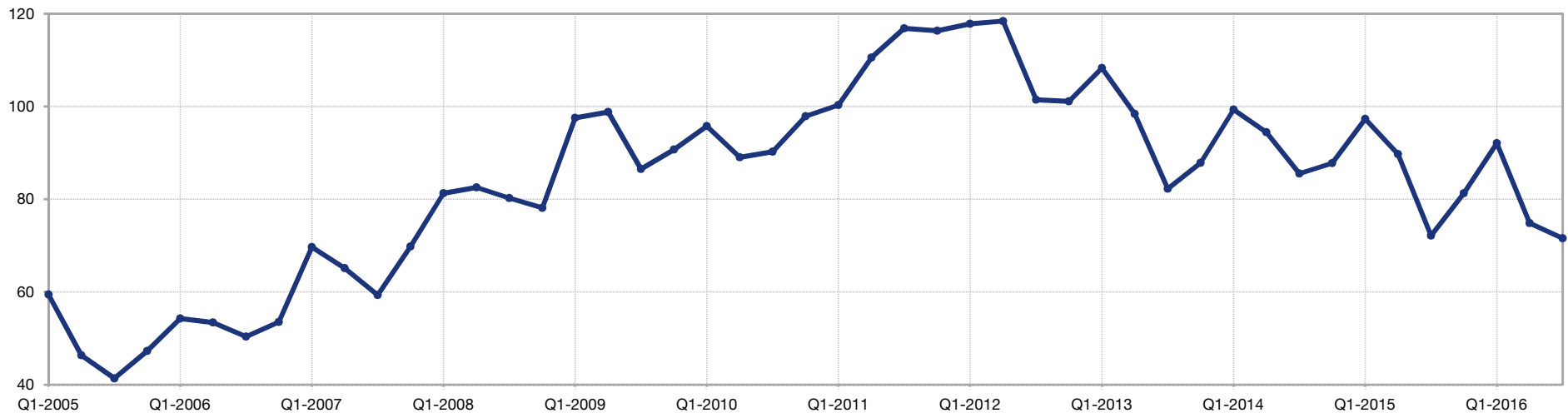


Year to Date



	Days on Market	Percent Change
Q4-2013	88	-12.9%
Q1-2014	99	-8.3%
Q2-2014	94	-4.1%
Q3-2014	86	+4.9%
Q4-2014	88	0.0%
Q1-2015	97	-2.0%
Q2-2015	90	-4.3%
Q3-2015	72	-16.3%
Q4-2015	81	-8.0%
Q1-2016	92	-5.2%
Q2-2016	75	-16.7%
Q3-2016	72	0.0%

Historical Days on Market Until Sale by Quarter

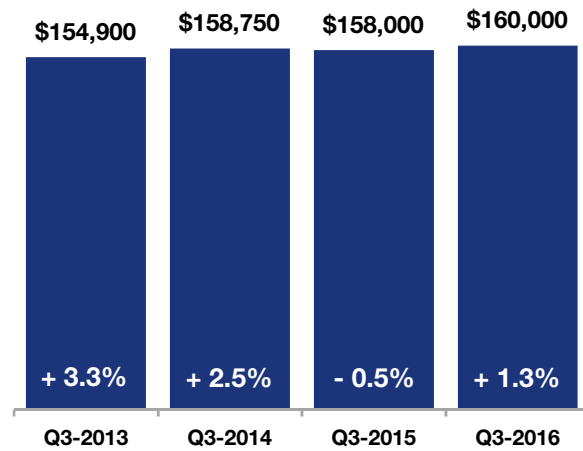


Median Sales Price

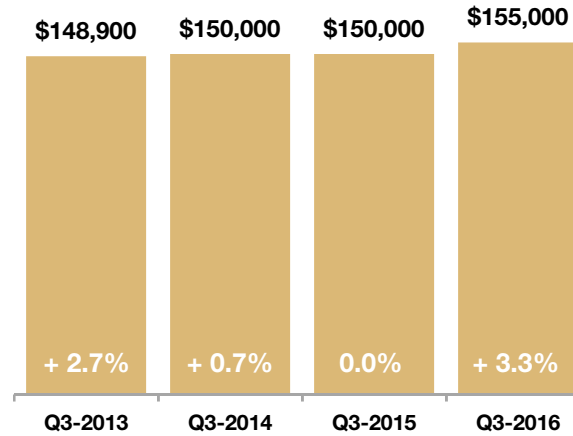
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Third Quarter

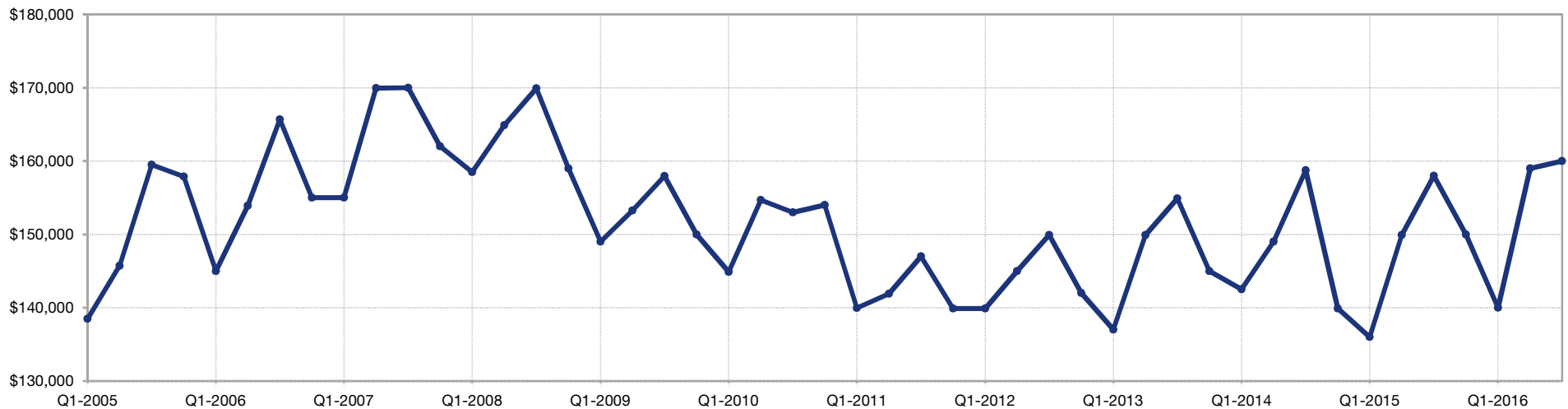


Year to Date



	Median Sales Price	Percent Change
Q4-2013	\$145,000	+2.1%
Q1-2014	\$142,500	+4.0%
Q2-2014	\$149,000	-0.6%
Q3-2014	\$158,750	+2.5%
Q4-2014	\$139,900	-3.5%
Q1-2015	\$136,000	-4.6%
Q2-2015	\$149,900	+0.6%
Q3-2015	\$158,000	-0.5%
Q4-2015	\$149,999	+7.2%
Q1-2016	\$140,000	+2.9%
Q2-2016	\$159,000	+6.1%
Q3-2016	\$160,000	+1.3%

Historical Median Sales Price by Quarter

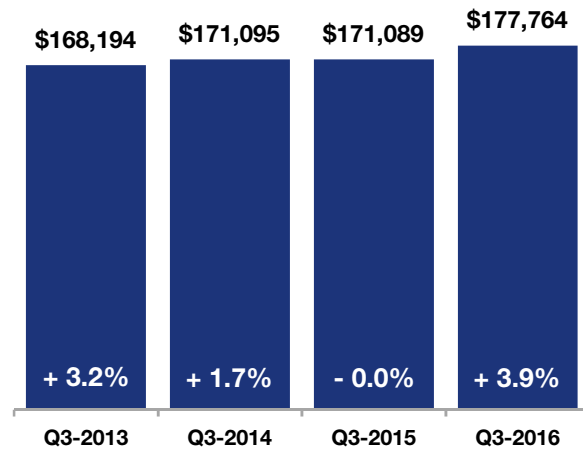


Average Sales Price

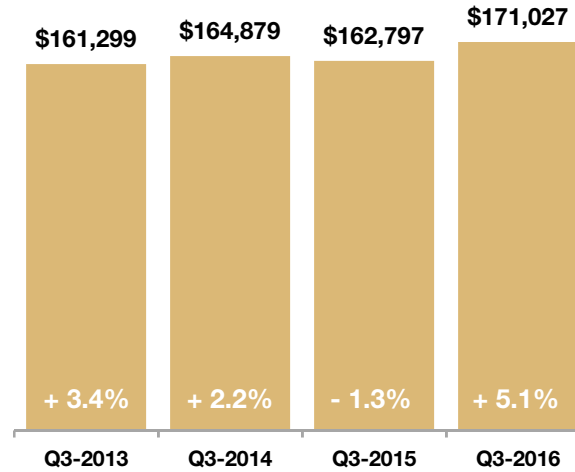
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter.



Third Quarter

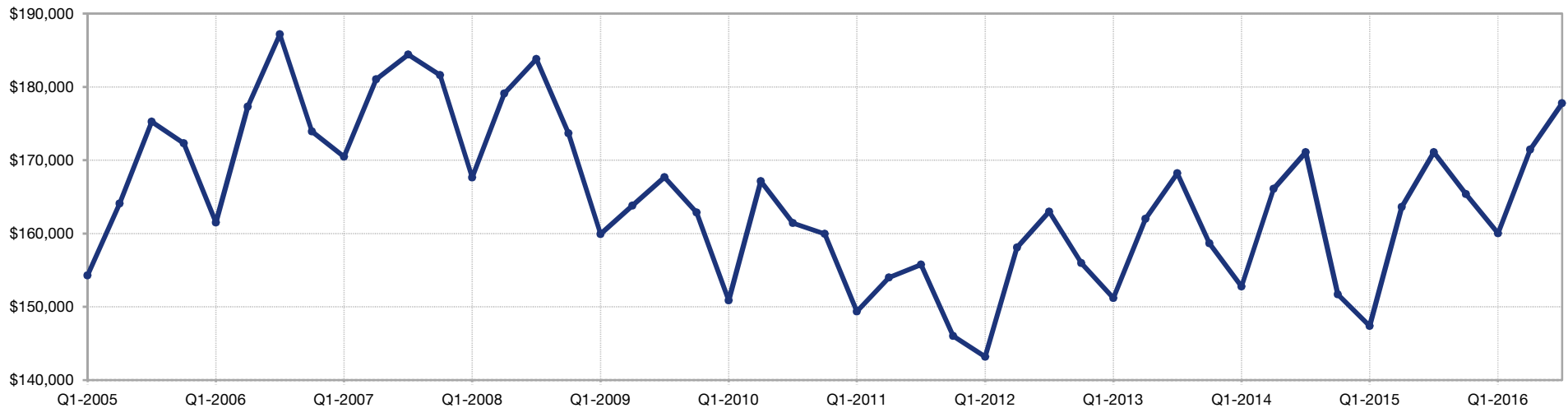


Year to Date



	Avg. Sales Price	Percent Change
Q4-2013	\$158,668	+1.7%
Q1-2014	\$152,755	+1.0%
Q2-2014	\$166,078	+2.5%
Q3-2014	\$171,095	+1.7%
Q4-2014	\$151,679	-4.4%
Q1-2015	\$147,359	-3.5%
Q2-2015	\$163,606	-1.5%
Q3-2015	\$171,089	-0.0%
Q4-2015	\$165,368	+9.0%
Q1-2016	\$160,035	+8.6%
Q2-2016	\$171,453	+4.8%
Q3-2016	\$177,764	+3.9%

Historical Average Sales Price by Quarter

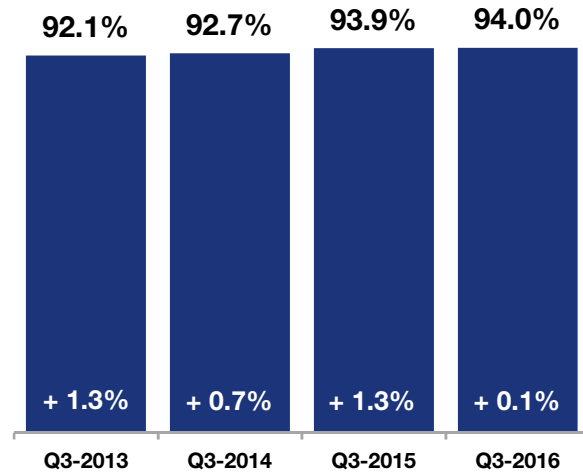


Percent of Original List Price Received

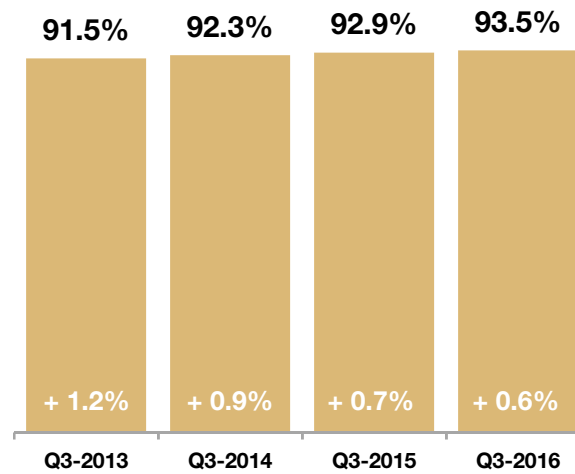
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



Third Quarter

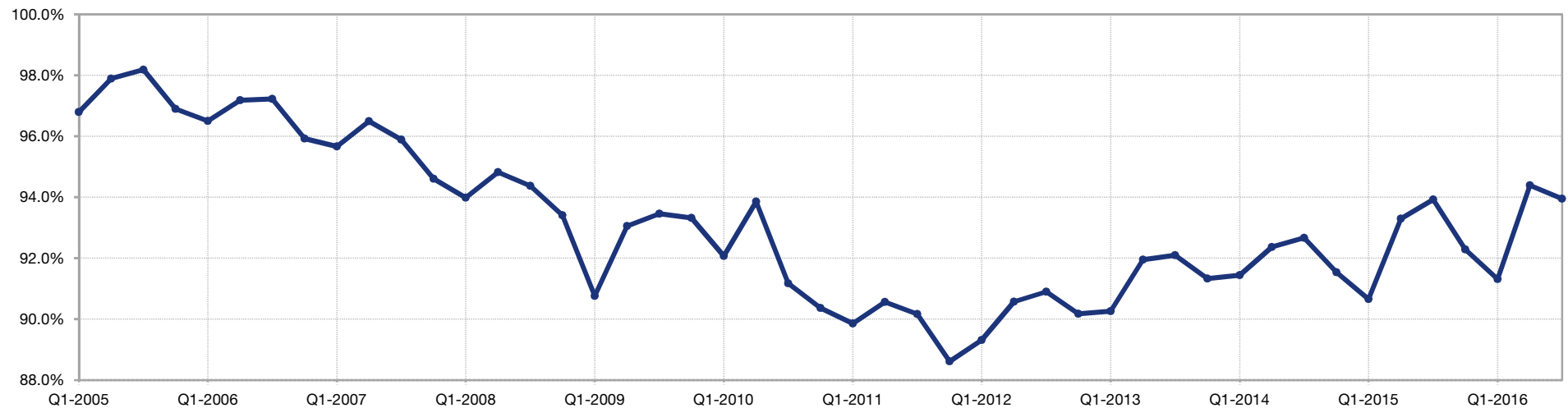


Year to Date



	Pct. of Orig. Price Received	Percent Change
Q4-2013	91.3%	+1.2%
Q1-2014	91.4%	+1.2%
Q2-2014	92.4%	+0.5%
Q3-2014	92.7%	+0.7%
Q4-2014	91.5%	+0.2%
Q1-2015	90.7%	-0.8%
Q2-2015	93.3%	+1.0%
Q3-2015	93.9%	+1.3%
Q4-2015	92.3%	+0.9%
Q1-2016	91.3%	+0.7%
Q2-2016	94.4%	+1.2%
Q3-2016	94.0%	+0.1%

Historical Percent of Original List Price Received by Quarter

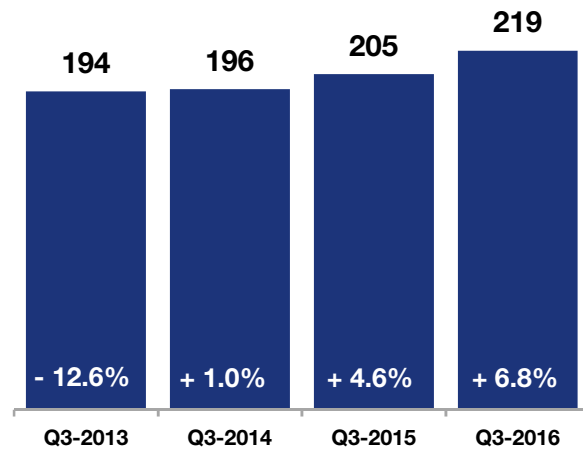


Housing Affordability Index

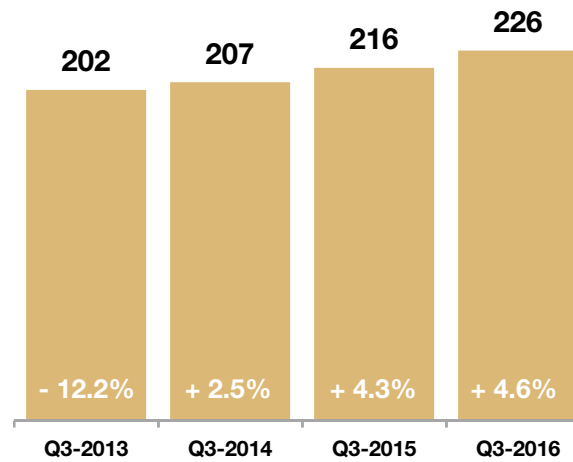


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

Third Quarter

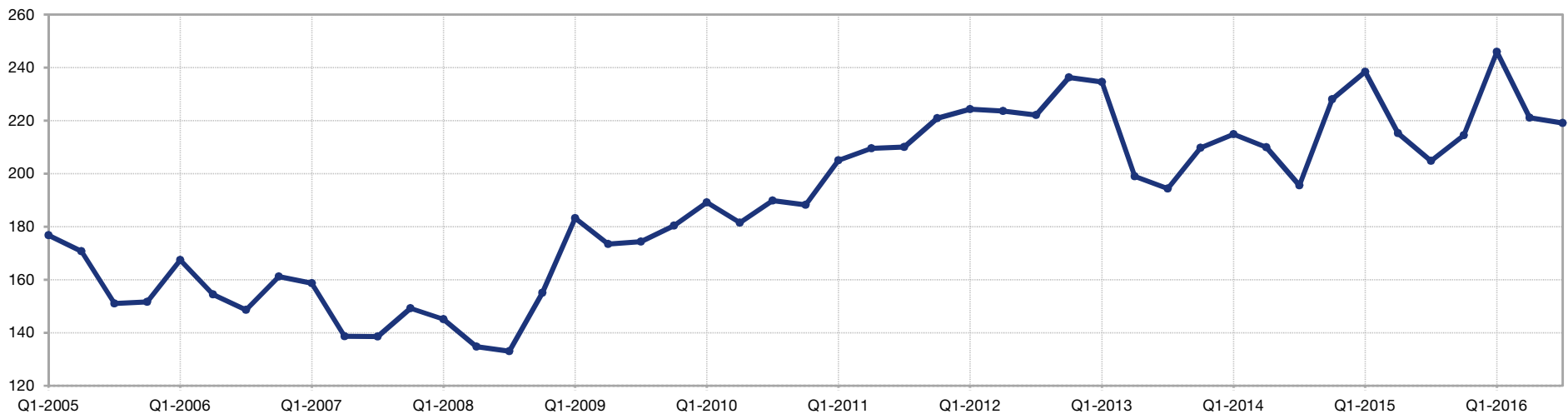


Year to Date



	Affordability Index	Percent Change
Q4-2013	210	-11.0%
Q1-2014	215	-8.5%
Q2-2014	210	+5.5%
Q3-2014	196	+1.0%
Q4-2014	228	+8.6%
Q1-2015	238	+10.7%
Q2-2015	215	+2.4%
Q3-2015	205	+4.6%
Q4-2015	214	-6.1%
Q1-2016	246	+3.4%
Q2-2016	221	+2.8%
Q3-2016	219	+6.8%

Historical Housing Affordability Index by Quarter

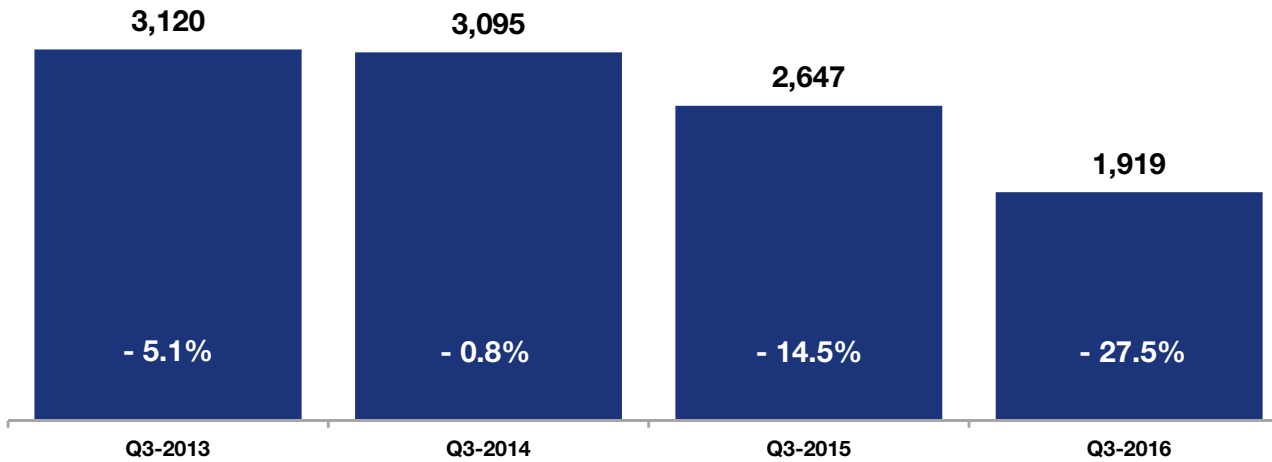


Inventory of Homes for Sale

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

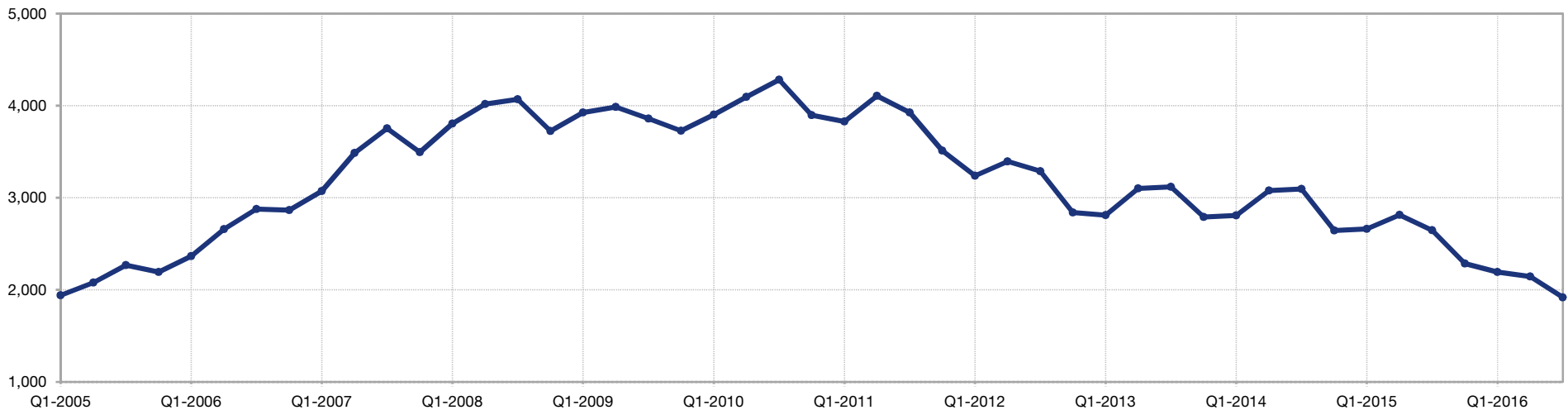


Third Quarter



	Homes for Sale	Percent Change
Q4-2013	2,790	-1.8%
Q1-2014	2,809	-0.0%
Q2-2014	3,078	-0.8%
Q3-2014	3,095	-0.8%
Q4-2014	2,645	-5.2%
Q1-2015	2,661	-5.3%
Q2-2015	2,815	-8.5%
Q3-2015	2,647	-14.5%
Q4-2015	2,286	-13.6%
Q1-2016	2,193	-17.6%
Q2-2016	2,145	-23.8%
Q3-2016	1,919	-27.5%

Historical Inventory of Homes for Sale by Quarter

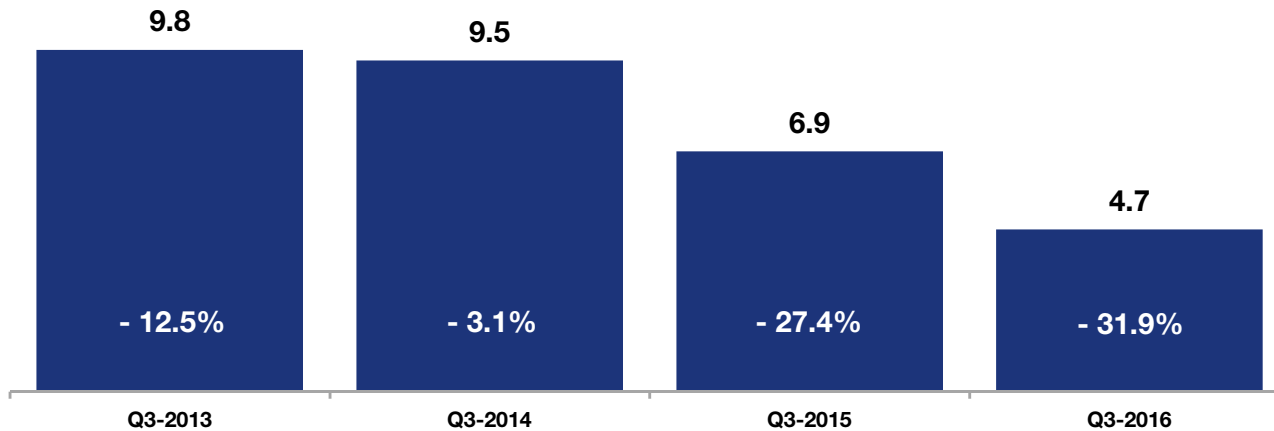


Months Supply of Inventory

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.



Third Quarter



	Months Supply	Percent Change
Q4-2013	8.9	-4.3%
Q1-2014	9.2	0.0%
Q2-2014	9.8	-1.0%
Q3-2014	9.5	-3.1%
Q4-2014	8.0	-10.1%
Q1-2015	7.6	-17.4%
Q2-2015	7.6	-22.4%
Q3-2015	6.9	-27.4%
Q4-2015	5.9	-26.3%
Q1-2016	5.4	-28.9%
Q2-2016	5.2	-31.6%
Q3-2016	4.7	-31.9%

Historical Months Supply of Inventory by Quarter

