



County

Philadelphia County

Quarterly Update

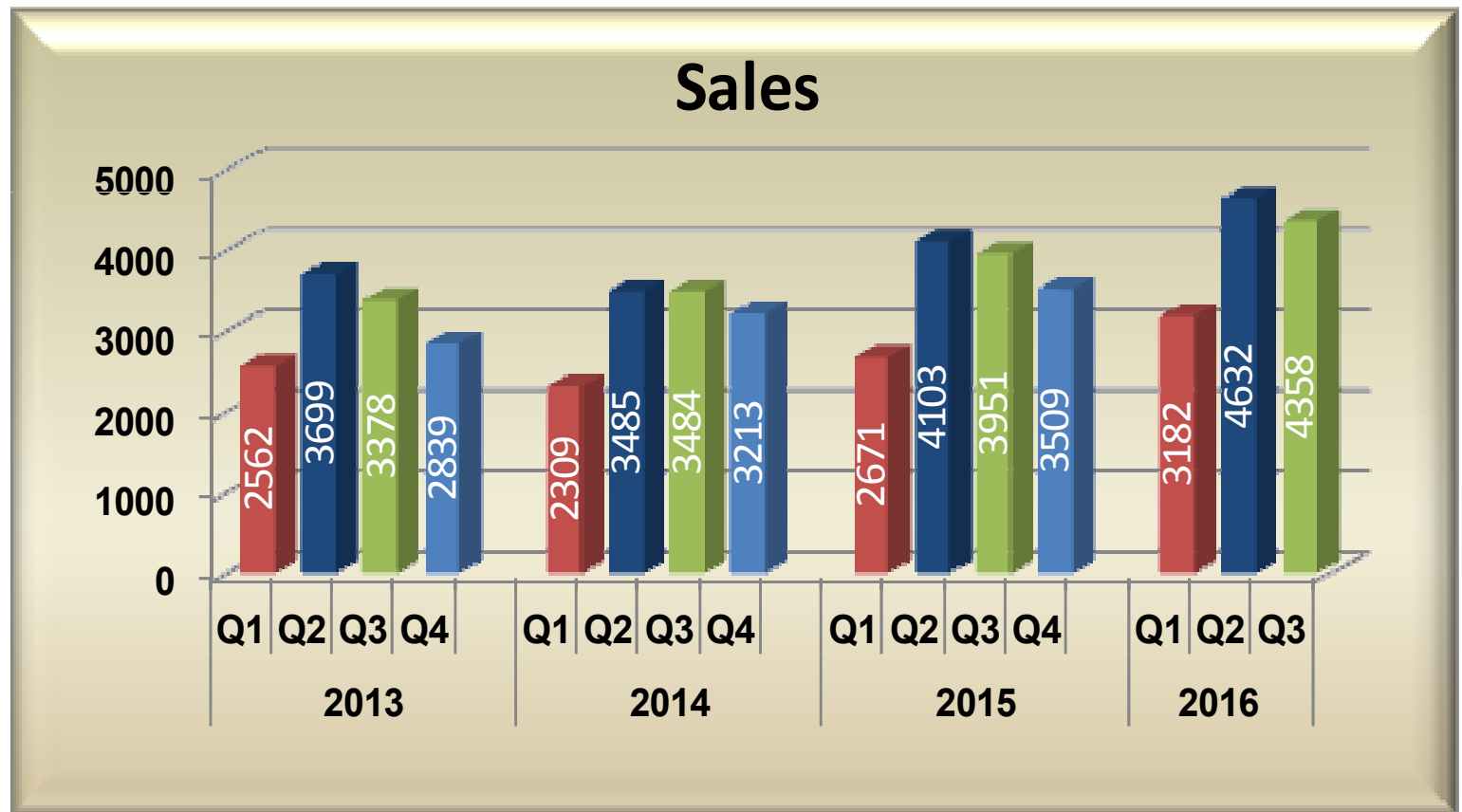
Third Quarter 2016 Report



Market Update

■ Total Quarterly Sales

- YTD 2016 vs. 2015: 13.5%
- Q3 2016 vs. Q3 2015: 10.3%

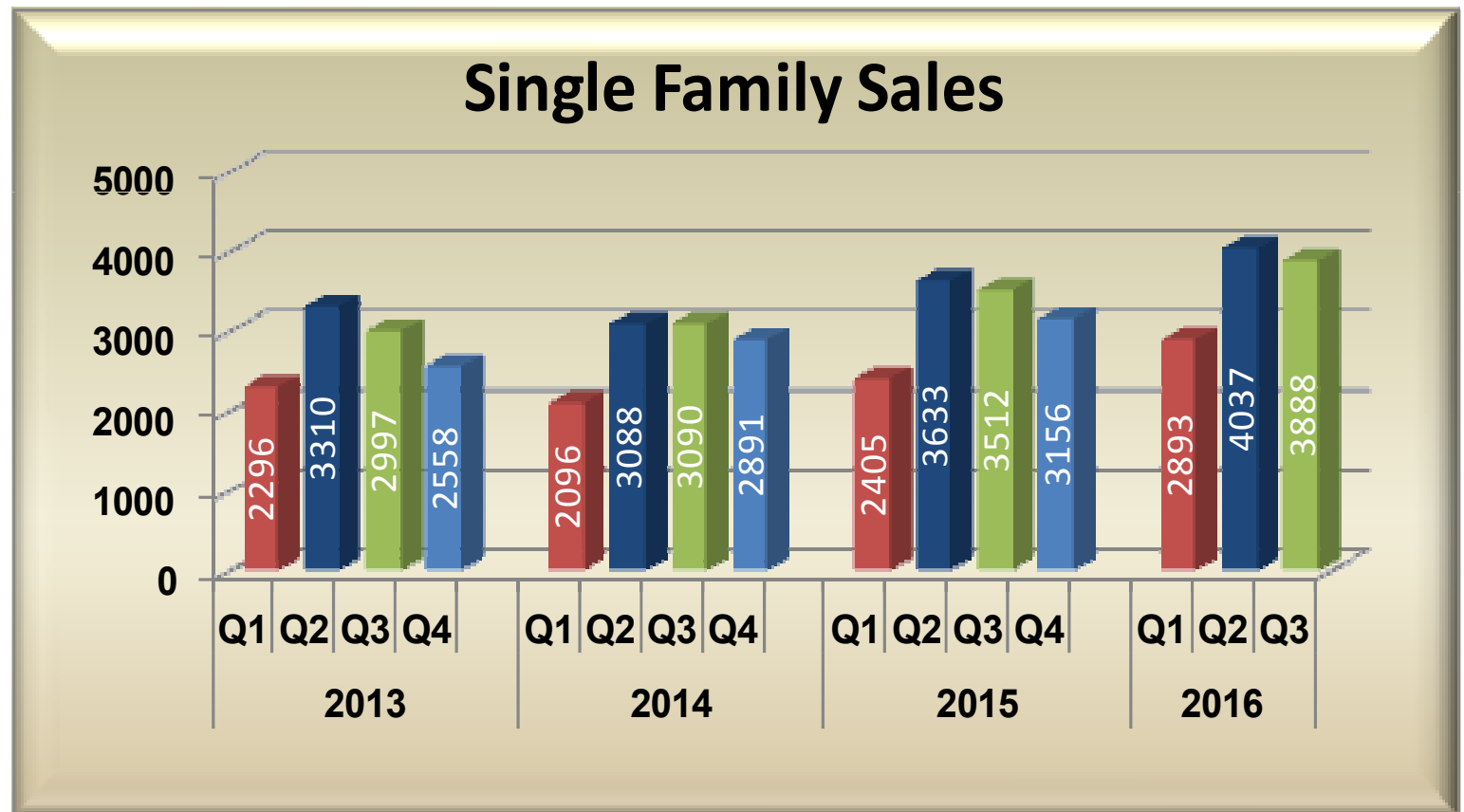




Market Update

■ Single Family Quarterly Sales

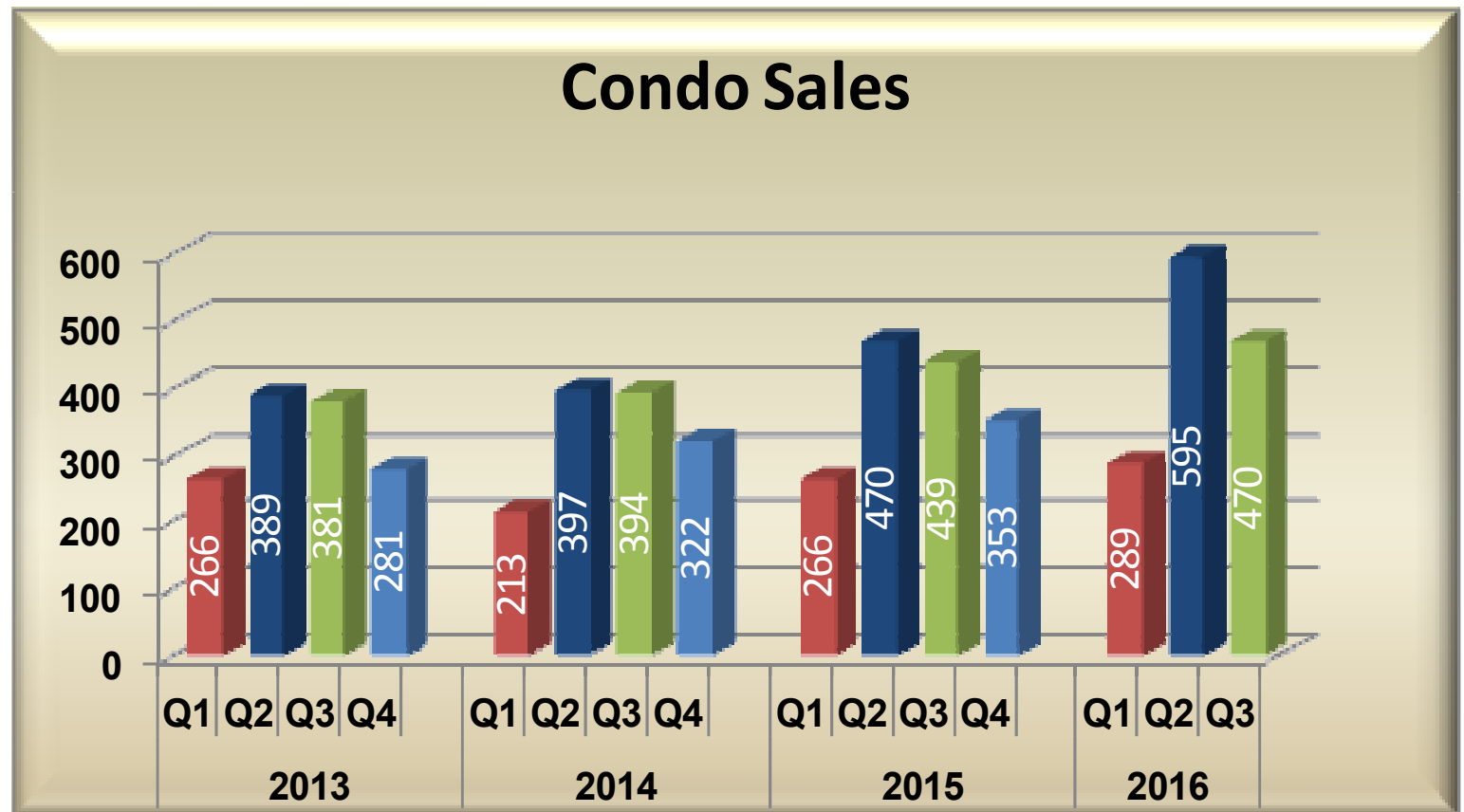
- YTD 2016 vs. 2015: 13.3%
- Q3 2016 vs. Q3 2015: 10.7%





Market Update

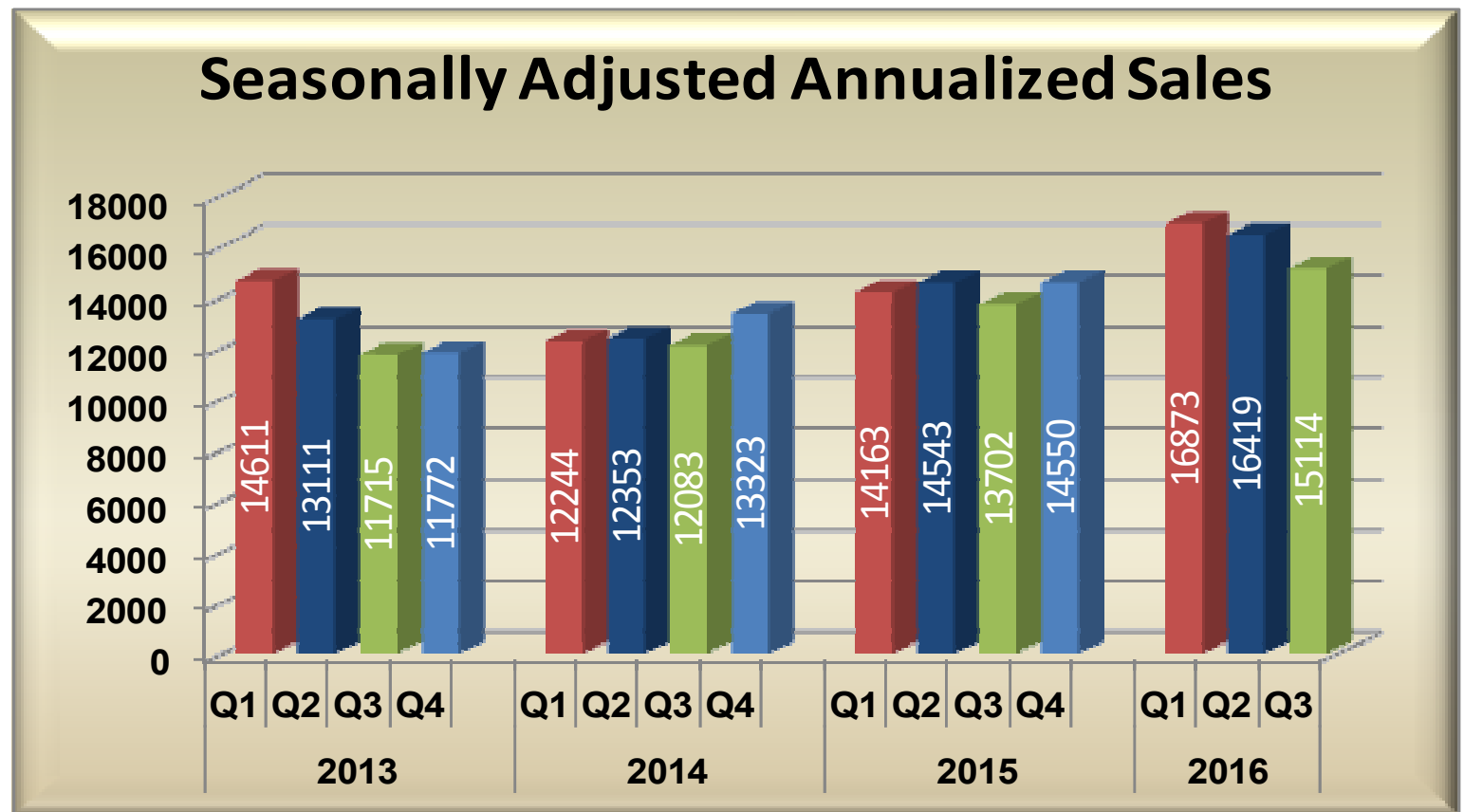
- Condo Quarterly Sales
 - YTD 2016 vs. 2015: 15.2%
 - Q3 2016 vs. Q3 2015: 7.1%





Market Update

- Seasonally Adjusted Annualized Sales
 - Q3 2016 vs. Q2 2016: -7.9%
 - Q3 2016 vs. Q3 2015: 10.3%





Market Update

- Townships with the highest number of sales this quarter

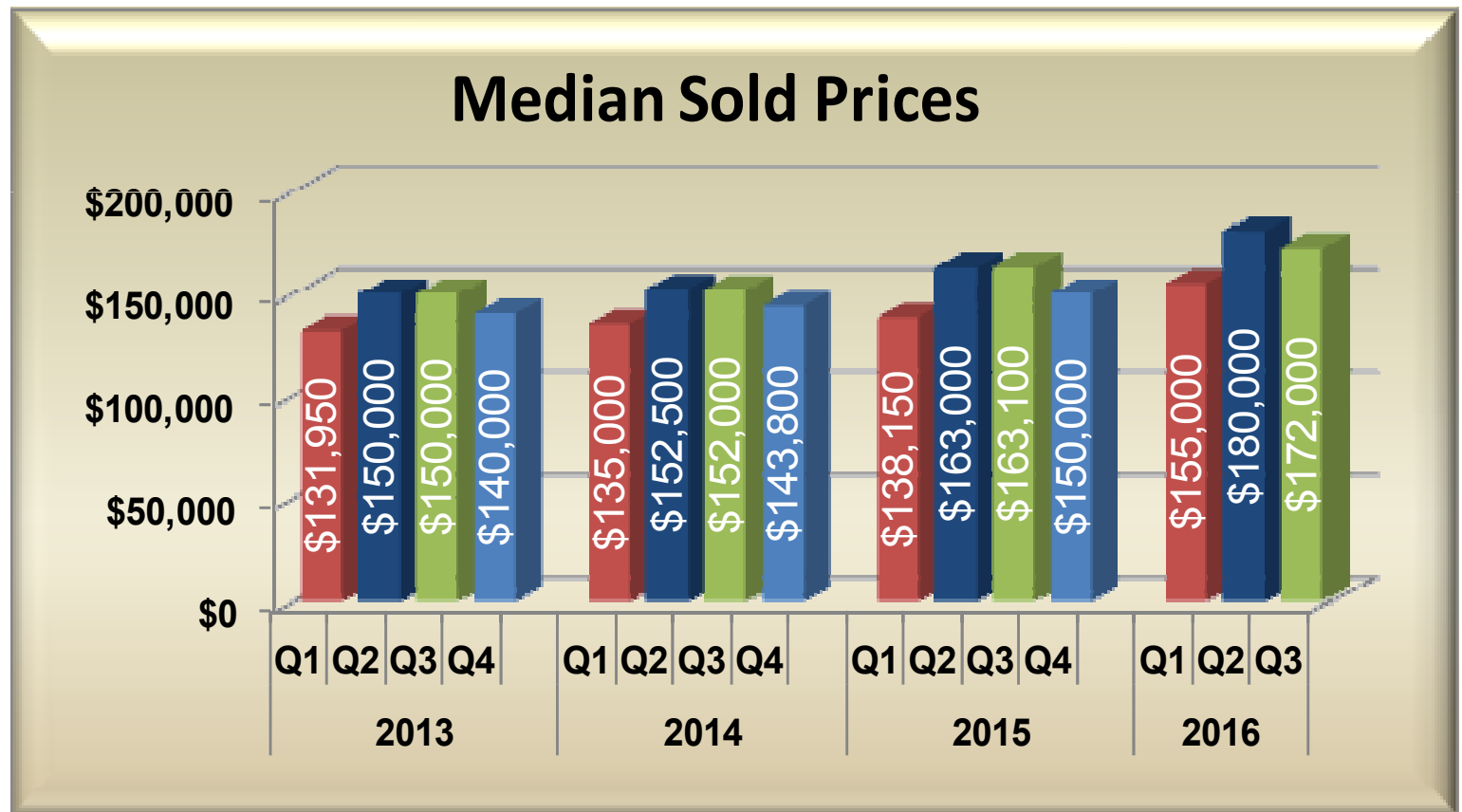
Sales	Current Quarter	Previous Quarter	1 Year Ago
19146	259	327	262
19149	240	169	186
19148	189	228	181
19111	186	167	145
19125	183	203	177
19147	174	232	210
19128	173	204	137



Market Update

■ Median Sold Price

- YTD 2016 vs. 2015: 7.6%
- Q3 2016 vs. Q3 2015: 5.5%

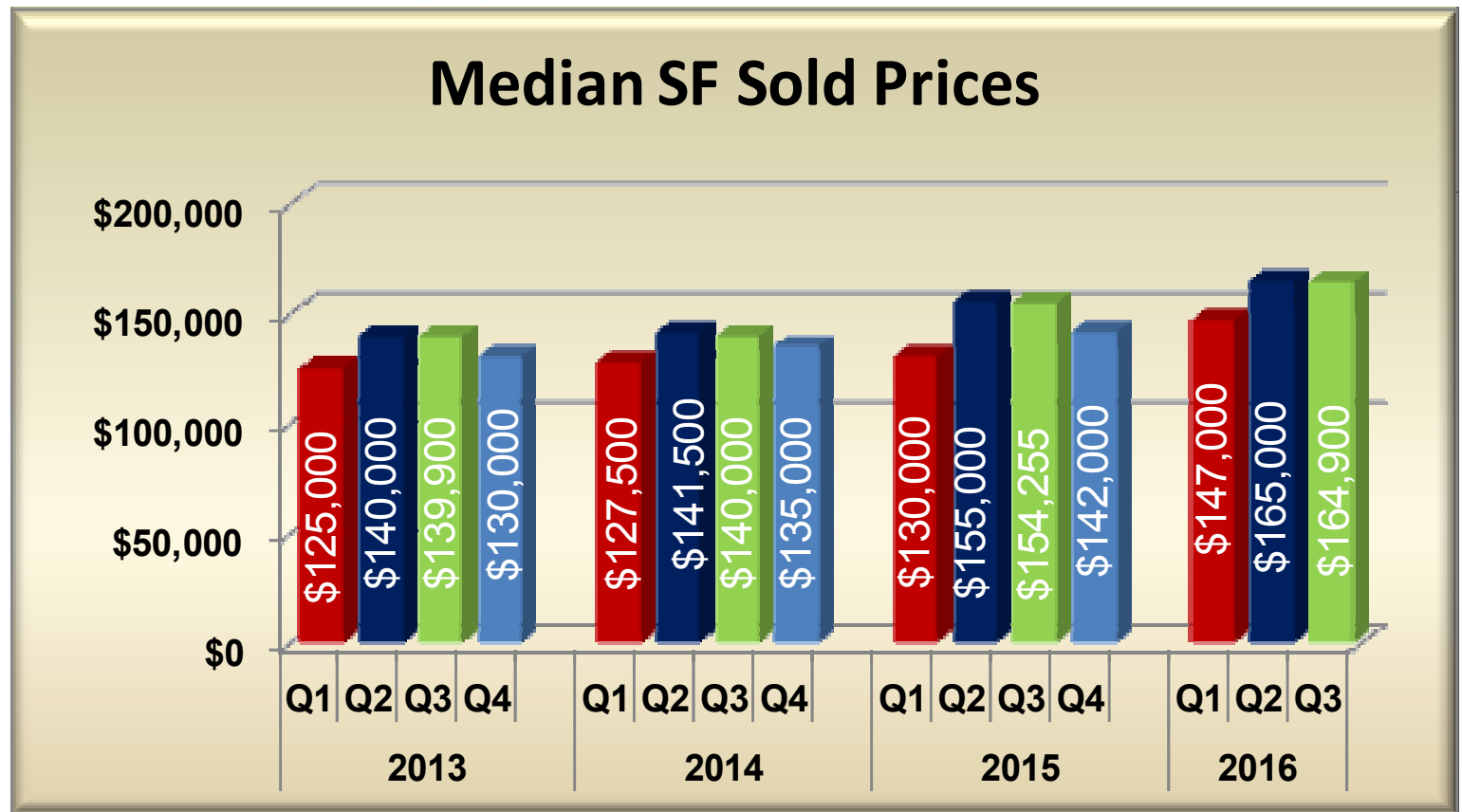




Market Update

Median SF Sold Price

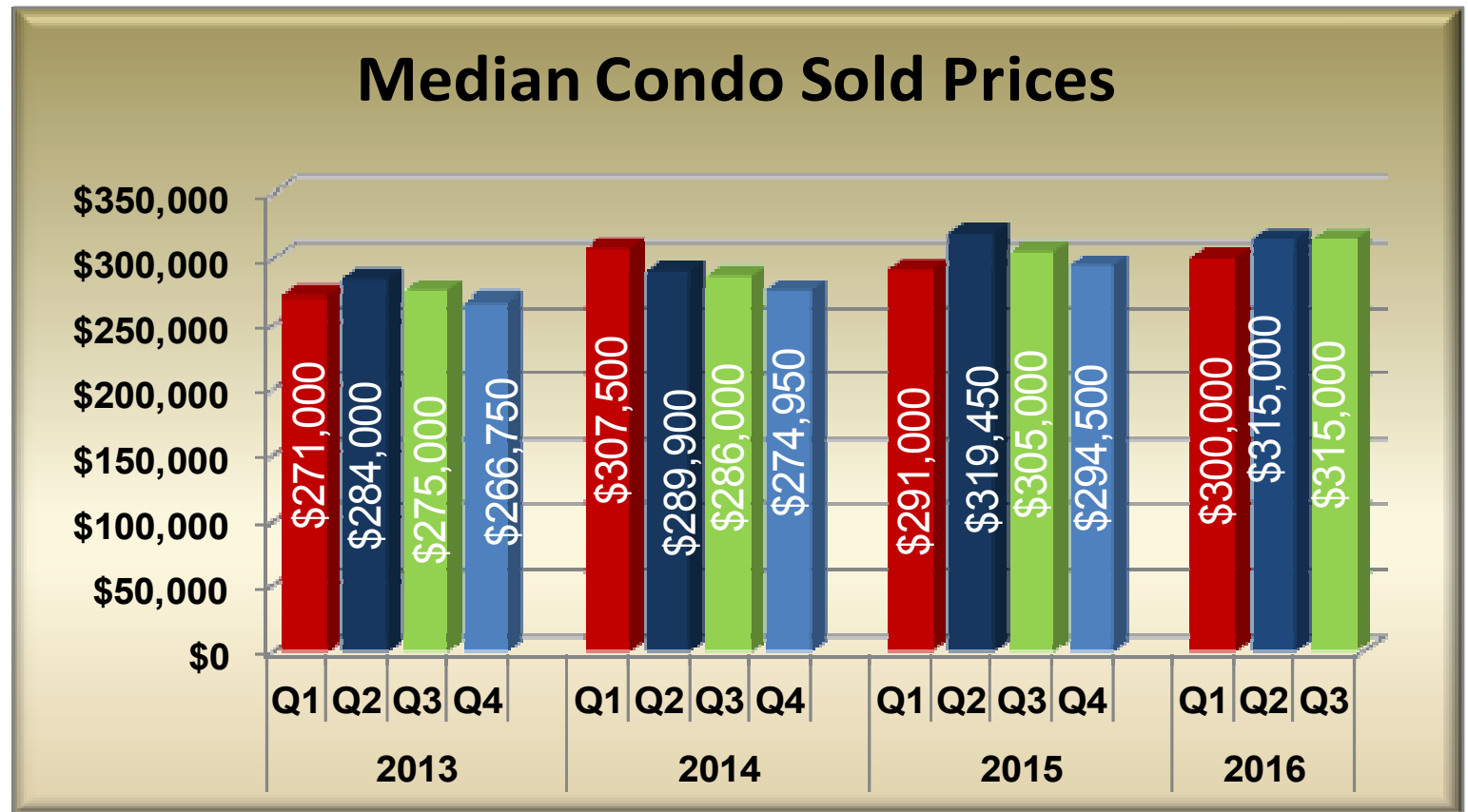
- YTD 2016 vs. 2015: 6.7%
- Q3 2016 vs. Q3 2015: 6.9%





Market Update

- Median Condo Sold Price
 - YTD 2016 vs. 2015: 1.5%
 - Q3 2016 vs. Q3 2015: 3.3%

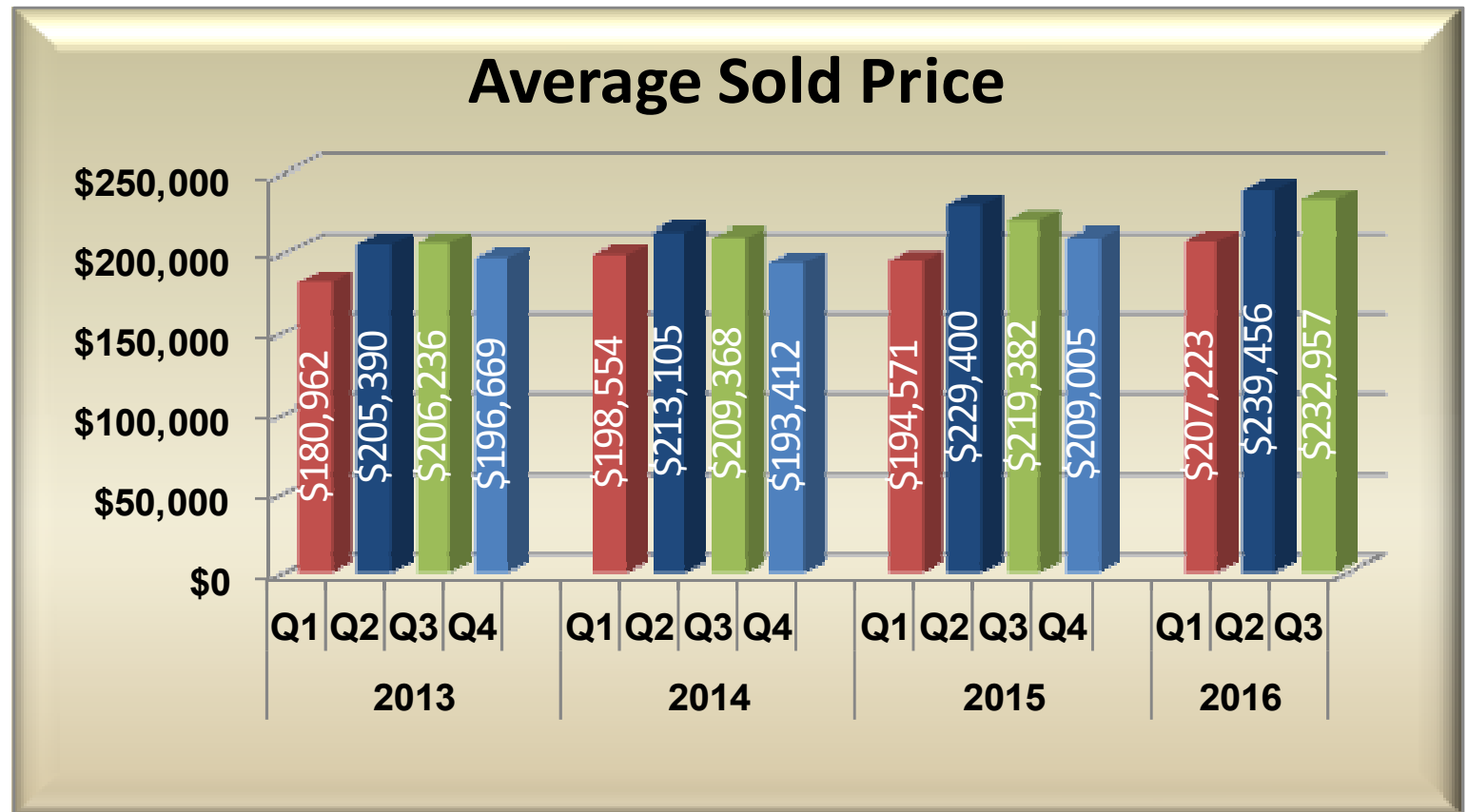




Market Update

■ Average Sold Price

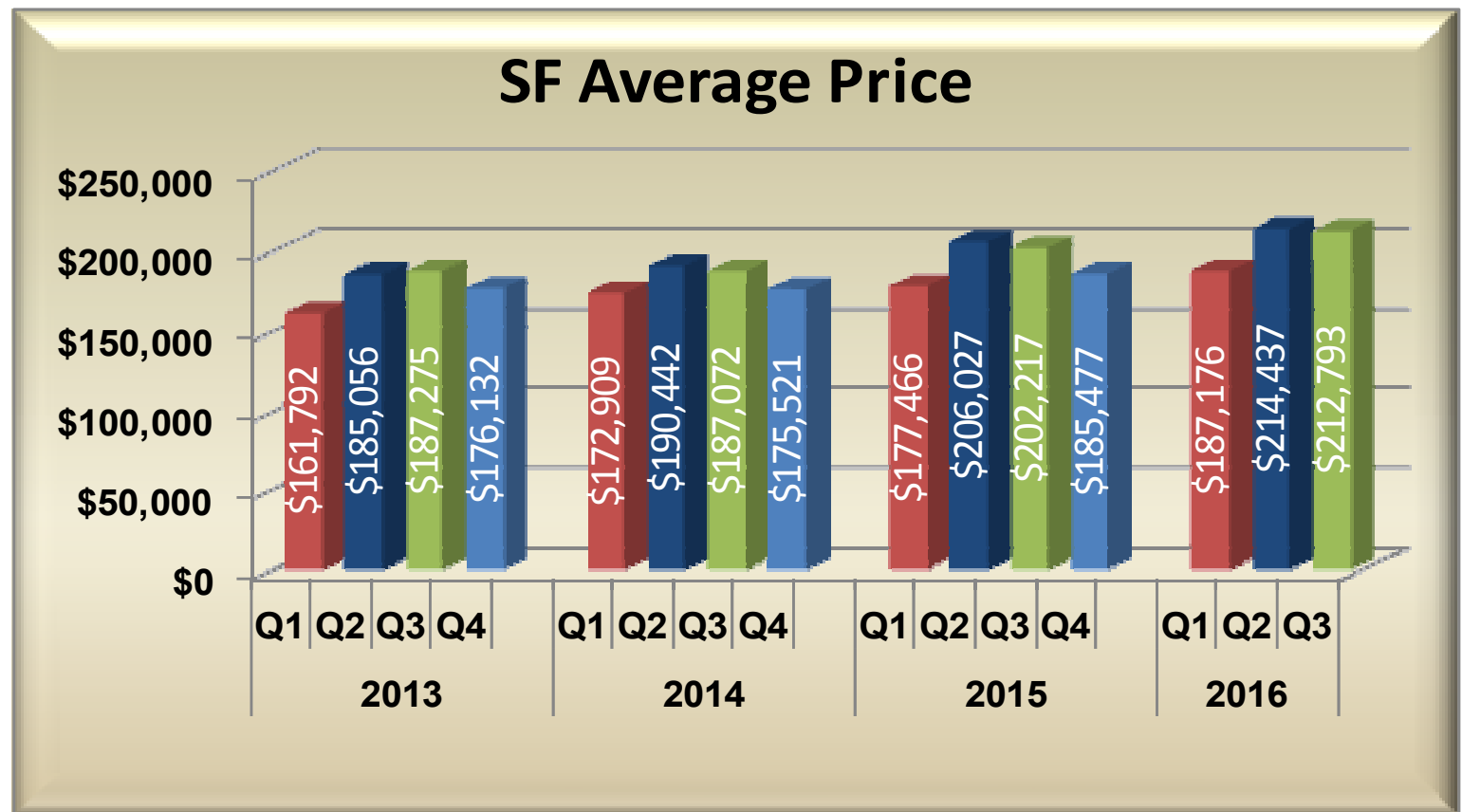
- YTD 2016 vs. 2015: 5.3%
- Q3 2016 vs. Q3 2015: 6.2%





Market Update

- Average Sold Price for Single Family
 - YTD 2016 vs. 2015: 4.6%
 - Q3 2016 vs. Q3 2015: 5.2%

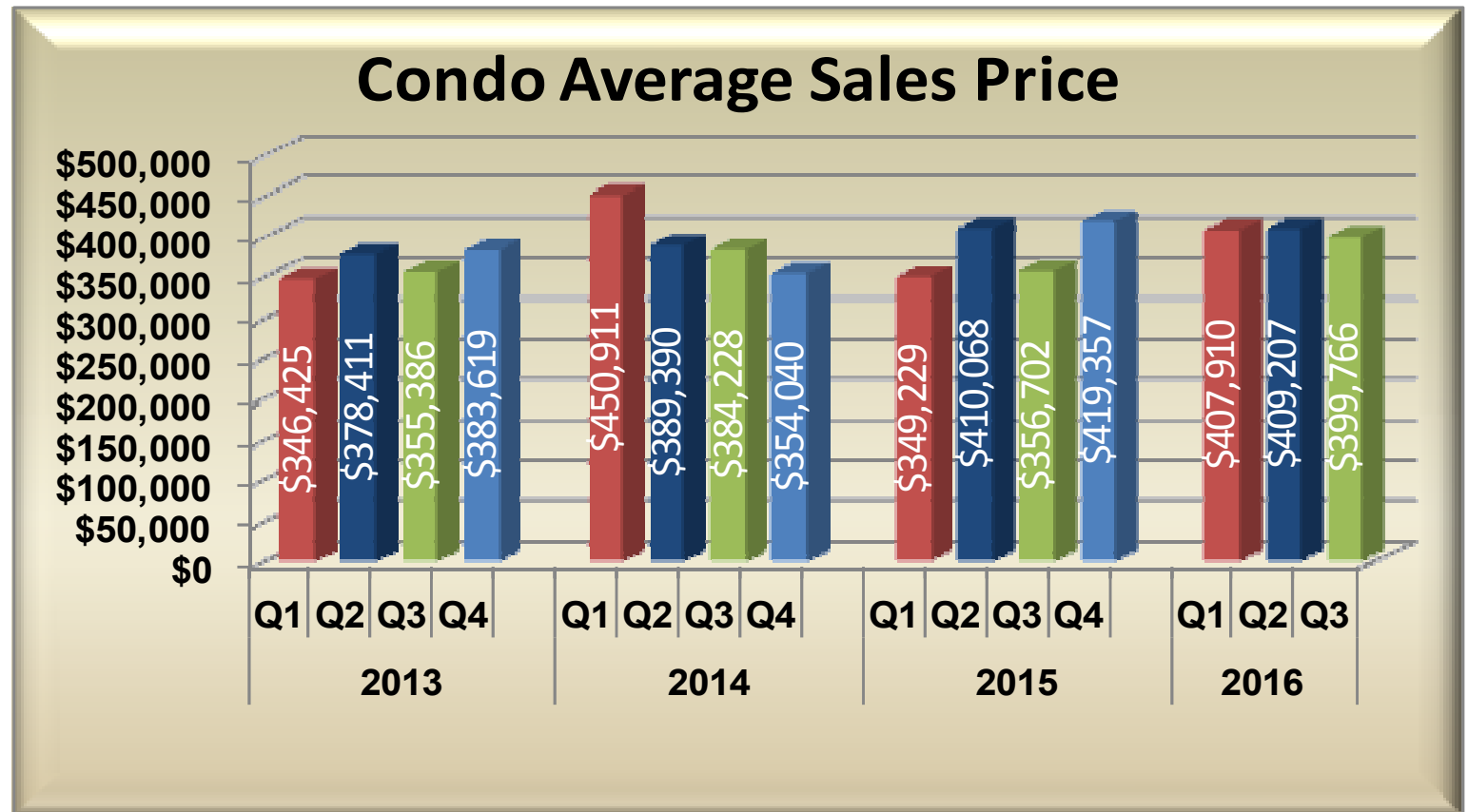




Market Update

■ Average Sold Price for Condos

- YTD 2016 vs. 2015: 7.7%
- Q3 2016 vs. Q3 2015: 12.1%





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
19103	\$ 939,122	\$ 732,545	\$ 779,841
19118	\$ 617,312	\$ 569,202	\$ 626,922
19102	\$ 559,761	\$ 820,838	\$ 464,700
19106	\$ 529,912	\$ 550,025	\$ 596,064
19123	\$ 493,971	\$ 475,518	\$ 439,420
19147	\$ 419,433	\$ 422,577	\$ 423,124
19146	\$ 388,653	\$ 357,874	\$ 332,685



Market Update

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

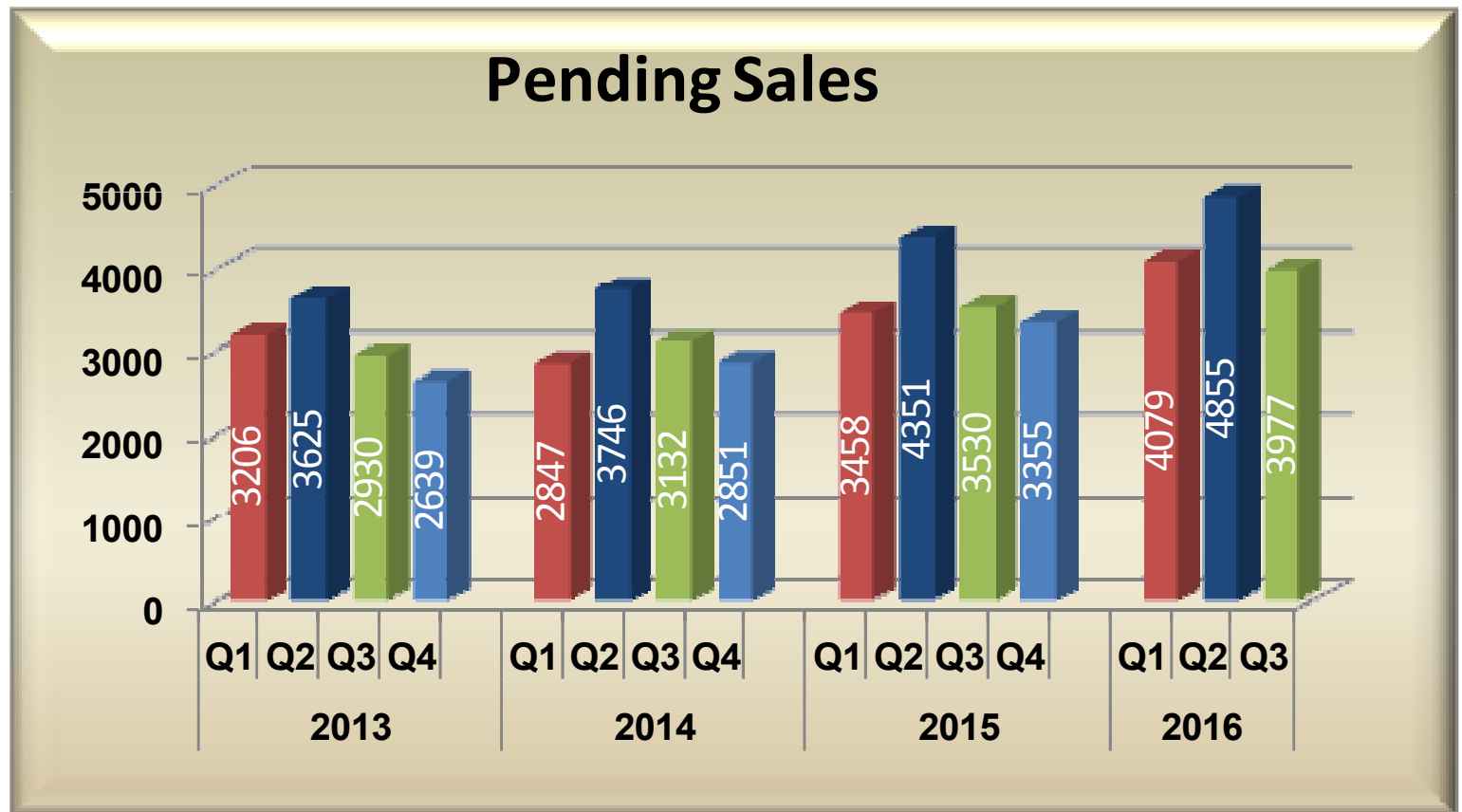
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
19132	\$ 28,400	\$ 39,164	\$ 26,158
19140	\$ 38,559	\$ 37,824	\$ 31,177
19133	\$ 59,200	\$ 42,405	\$ 51,488
19124	\$ 85,826	\$ 87,544	\$ 72,426
19139	\$ 86,594	\$ 117,692	\$ 90,986
19142	\$ 87,743	\$ 59,246	\$ 49,292
19120	\$ 90,186	\$ 79,244	\$ 78,034



Market Update

■ Pending Sales

- YTD 2016 vs. 2015: 13.9%
- Q3 2016 vs. Q3 2015: 12.7%

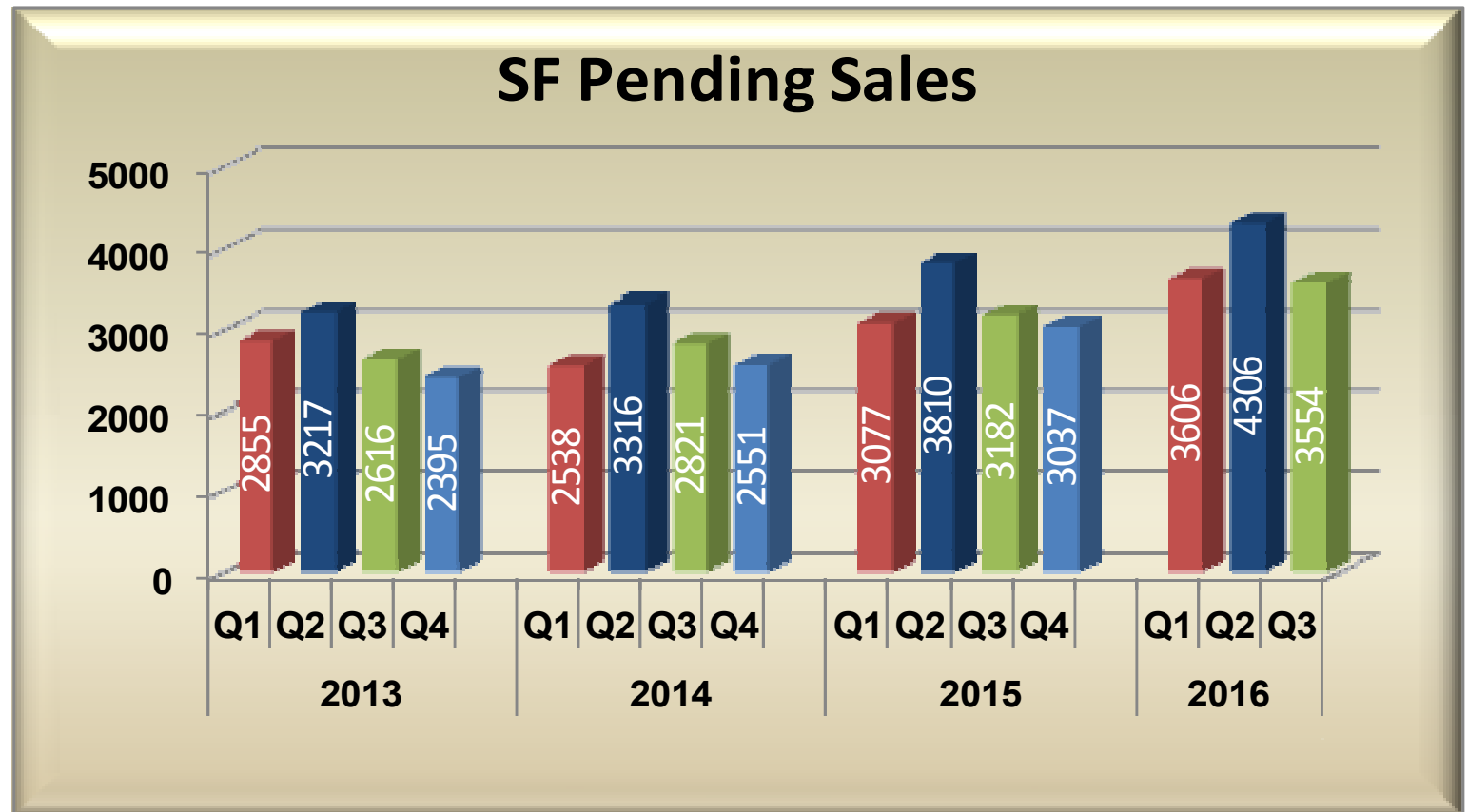




Market Update

■ Single Family Pending Sales

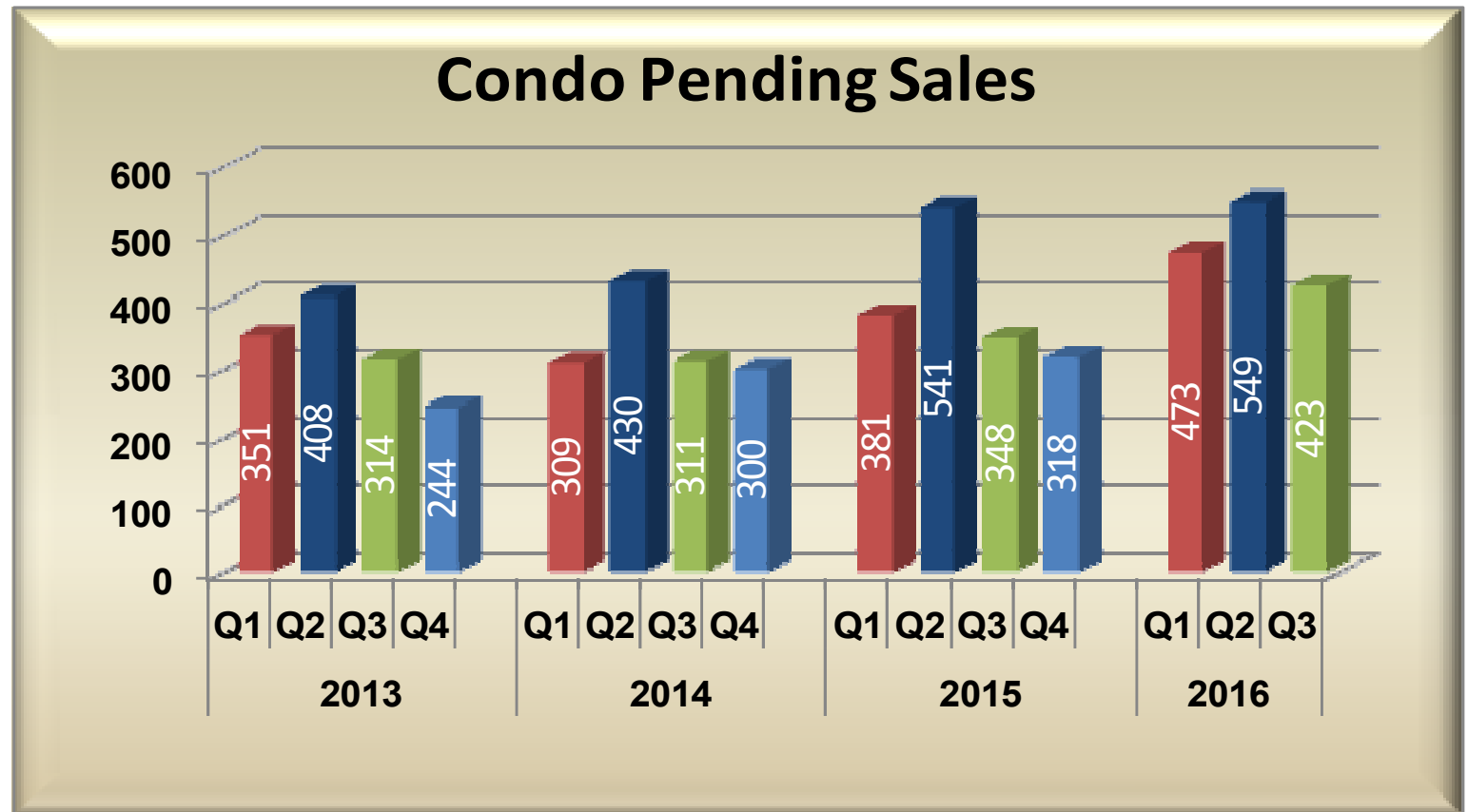
- YTD 2016 vs. 2015: 13.9%
- Q3 2016 vs. Q3 2015: 11.7%





Market Update

- Condo Pending Sales
 - YTD 2016 vs. 2015: 13.8%
 - Q3 2016 vs. Q3 2015: +21.6%

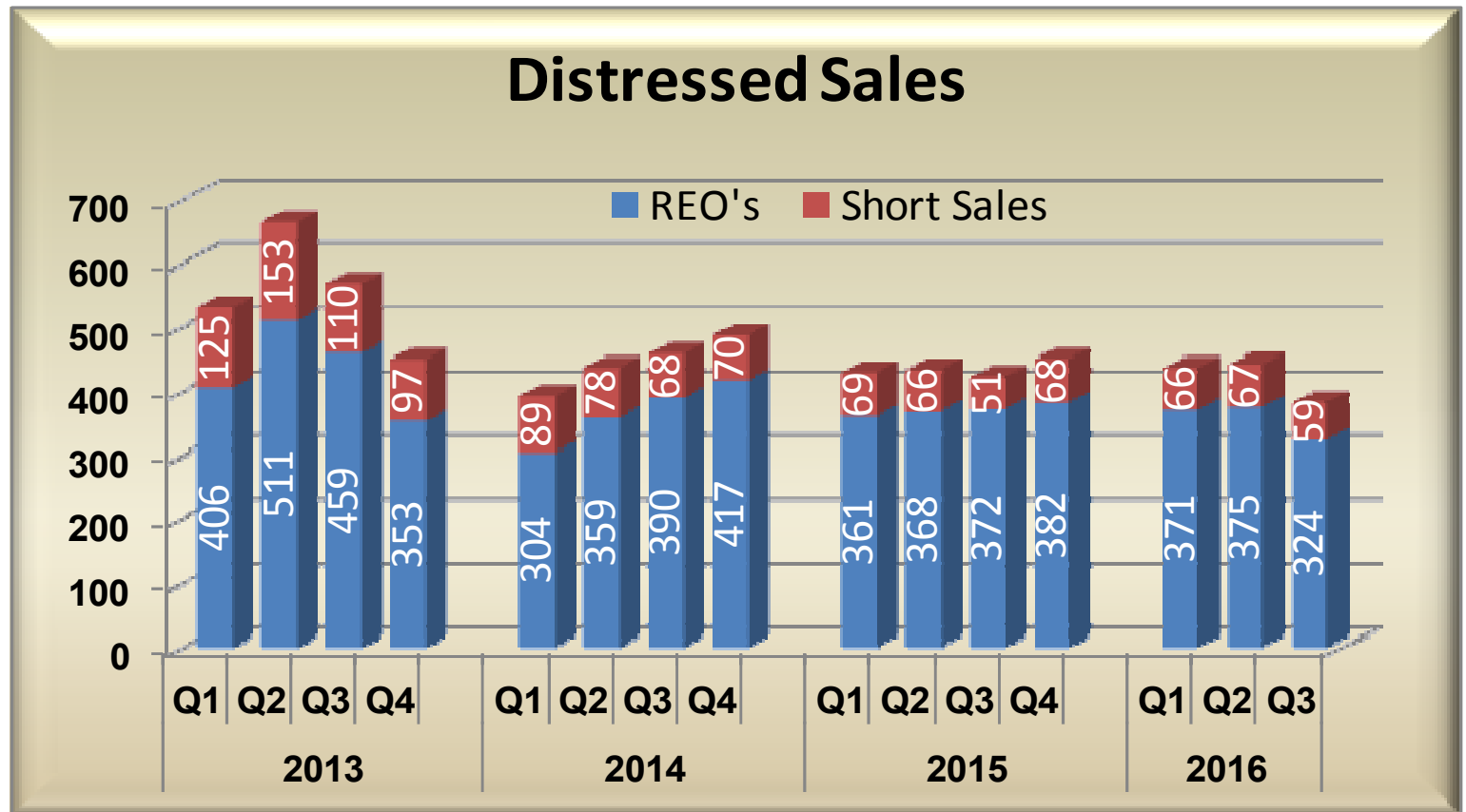




Market Update

Distressed Sales

- YTD 2016 vs. 2015: - 1.9%
- Q3 2016 vs. Q3 2015: -9.5%





Market Update

- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
19124	28	22	25
19120	23	23	15
19144	19	10	15
19134	18	21	25
19111	15	18	12
19150	14	11	8
19140	13	17	14



Market Update

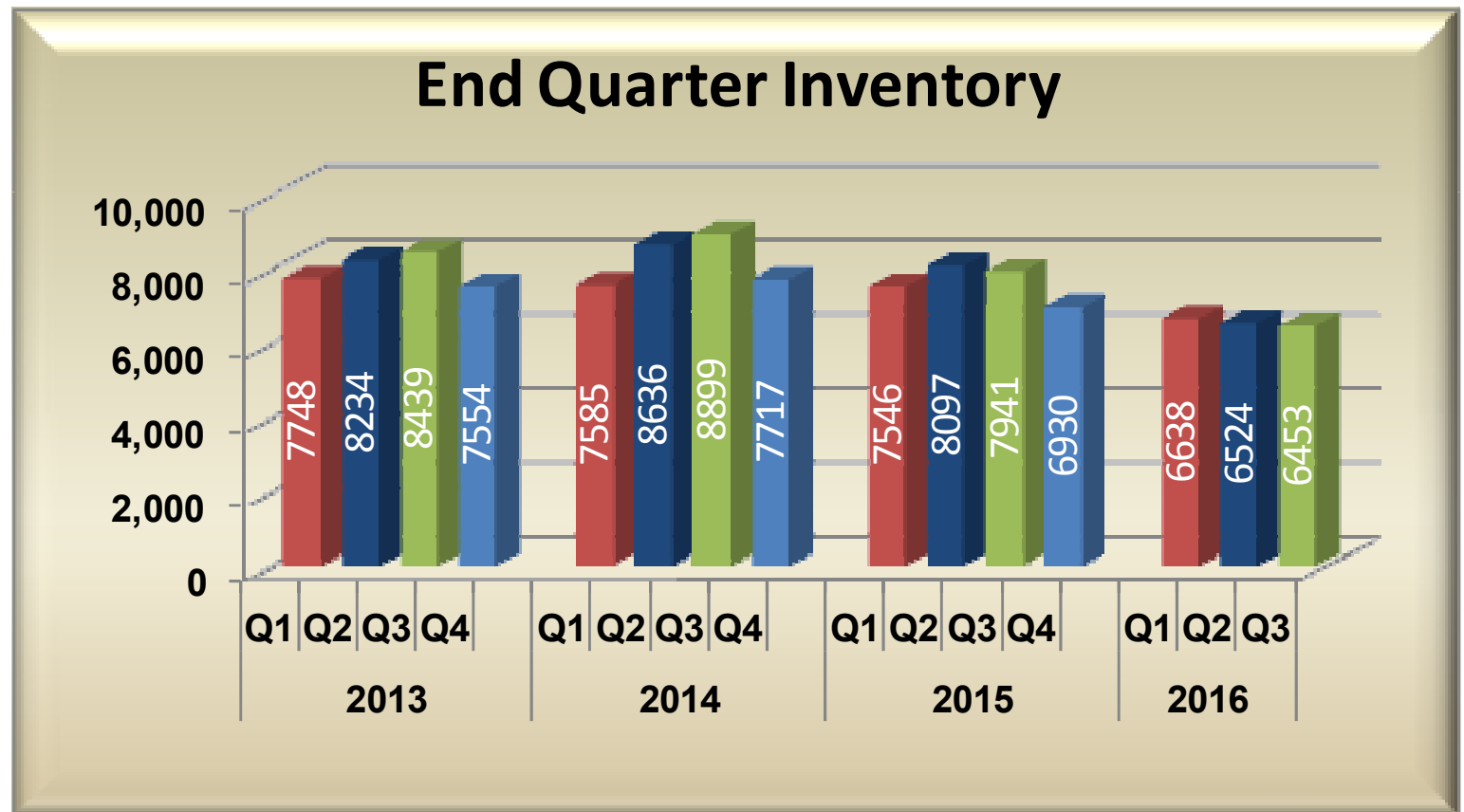
- Highest % of Distressed Sales
 - REO Sales plus Short Sales
 - Minimum of 10 Sales in the quarter

% Distressed (Min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
19150	31.9%	18.6%	13.4%
19142	26.3%	33.3%	41.3%
19140	25.9%	34.5%	33.3%
19124	24.0%	19.8%	19.3%
19144	22.8%	18.2%	21.9%
19141	20.7%	17.3%	33.3%
19120	20.5%	22.6%	19.0%



Market Update

- End of Quarter Inventory
 - Q3 2016 vs. Q2 2016: -1.1%
 - Q3 2016 vs. Q3 2015: -18.7%

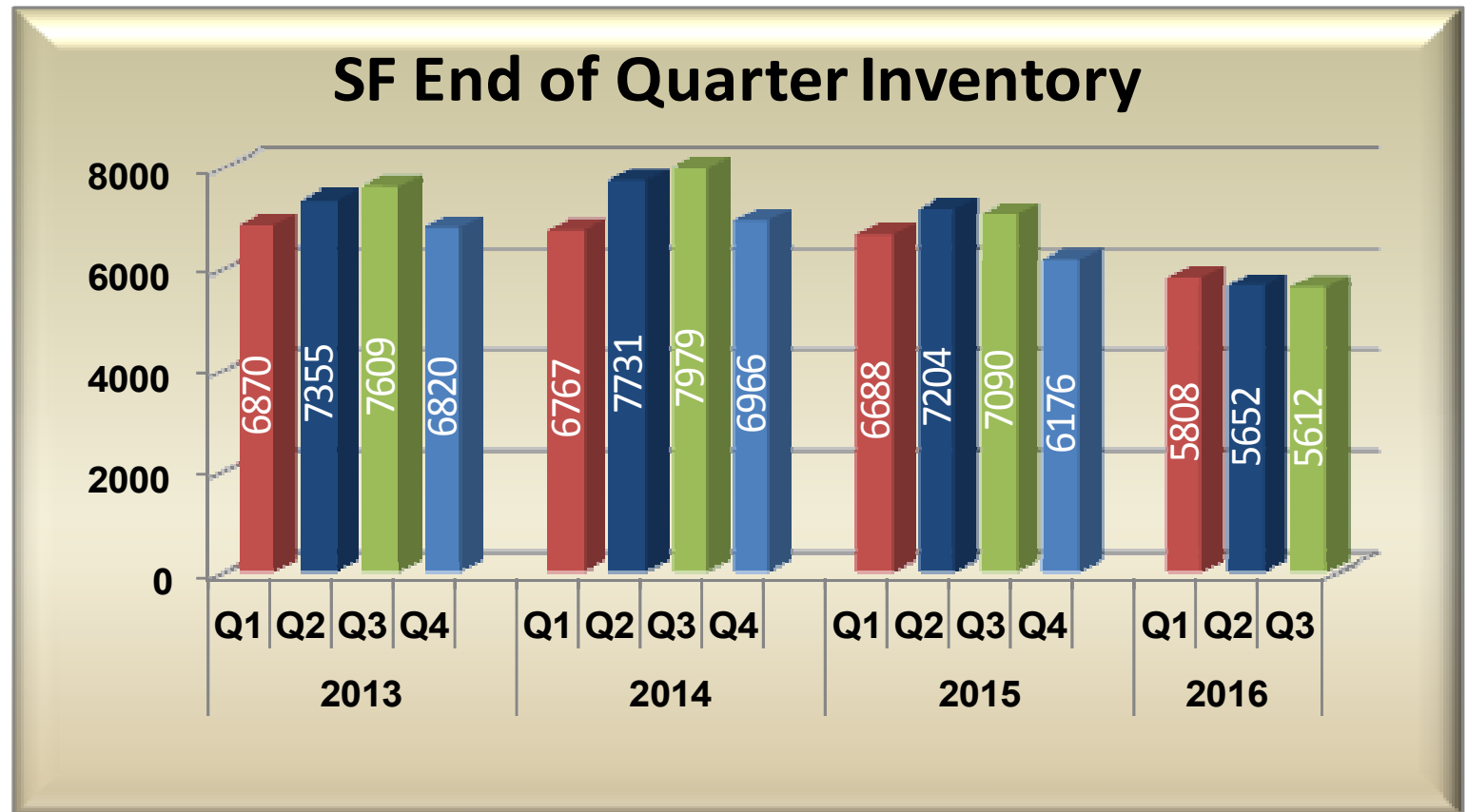




Market Update

■ Single Family End of Quarter Inventory

- Q3 2016 vs. Q2 2016: -0.7%
- Q3 2016 vs. Q3 2015: - 20.8%





Market Update

Condo End of Quarter Inventory

- Q3 2016 vs. Q2 2016: -3.6%
- Q3 2016 vs. Q3 2015: -1.2%

