

MARKET HISTORY

Includes data through 1/2009

Kent County, DE Single-Family



Market History Report

The Market History Report details current and historical statistical information for single-family listings recorded within TREND. This statistical report is organized by county and contains valuable month-over-month, year-over-year statistical information for each of the last 10 years. The Market History Report details activity in a particular market over a 10-year period – from where it's been to where it's at now. The easy-to-read month-over-month, year-over-year chart and graph enables you to clearly identify the year-over-year changes while accounting for seasonal and market trends.

Utilizing the report allows you to gain a better understanding of your market. This will give you new insights and increase your company's value when working with consumers. This powerful report is provided exclusively to TREND members.

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Definitions

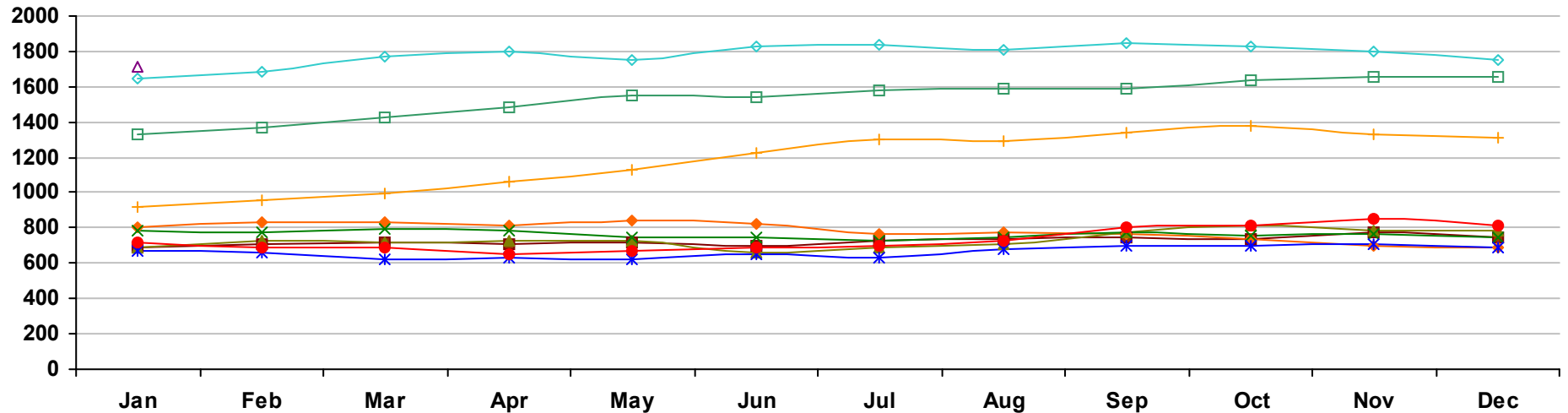
Total Inventory	The number of active single-family listings on the market on the last day of the specified month.
Inventory Accumulation	The number of months it would take to exhaust the current supply of single-family listings at the current absorption rate.
Absorption Rate	The average number of single-family listings sold in the market per month over the previous 12 months.
Pending Units	The number of single-family listings with Pending dates during the specified month.
Settled Units	The number of single-family listings with Settled dates during the specified month.
Total Settled Volume	The total dollar volume of single-family listings that have settled during the specified month.

Median Settled Price	The median price that single-family listings settled for during the specified month. Determined by arranging all Settled Listings in numerical order by price and then selecting the middle value.
Average Settled Price	The average price that single-family listings settled for during the specified month. Determined by dividing the Total Settled Volume by the number of Settled Listings.
Average Settled Price / Original Price	The average percentage of the Original Price that single-family listings settled for during the specified month. This number is determined by dividing the Settled Price by the Original Price for every listing, summing them and then dividing by the number of settled listings. TREND excludes listings if the Settled Price is greater than 150 percent or less than 50 percent of the Original Price. This ensures the percentage is more representative of listings in the market area.
Percent Change	The change in value as compared to the same month of the previous year. Indicated by +/-0.0%.

Notes on Statistics

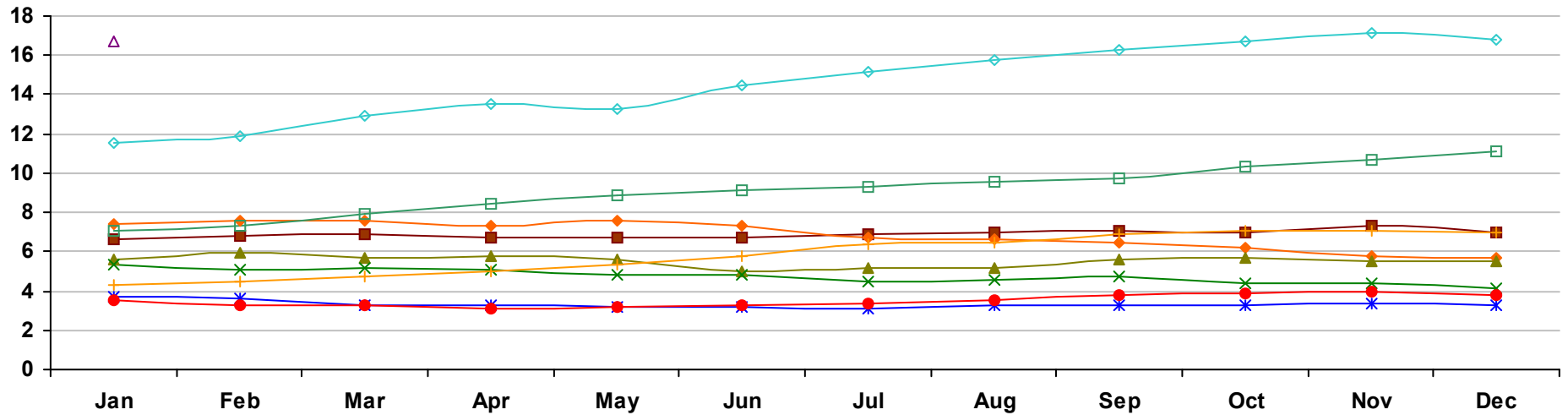
- All statistics are from TREND's monthly Residential Activity Reports. Due to the fluid nature of MLS data, insignificant statistical variations may occur with regard to sales activity between the various TREND reports.
- Mobile homes and condominiums are excluded from these statistics.
- This report includes information on listings and transactions facilitated through TREND and does not reflect the total number of listings and transactions of a given market area.
- All monetary statistics are rounded to the nearest \$10.

Kent County, DE - Single-Family - Total Inventory



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	692	710	713	706	714	703	726	737	744	738	776	747
2001	800 15.6%	830 16.9%	831 16.5%	812 15.0%	842 17.9%	823 17.1%	761 4.8%	777 5.4%	770 3.5%	735 -0.4%	697 -10.2%	689 -7.8%
2002	685 -14.4%	730 -12.0%	717 -13.7%	729 -10.2%	724 -14.0%	663 -19.4%	691 -9.2%	709 -8.8%	775 0.6%	811 10.3%	781 12.1%	787 14.2%
2003	789 15.2%	778 6.6%	798 11.3%	784 7.5%	744 2.8%	745 12.4%	729 5.5%	748 5.5%	774 -0.1%	757 -6.7%	766 -1.9%	743 -5.6%
2004	672 -14.8%	660 -15.2%	622 -22.1%	633 -19.3%	625 -16.0%	649 -12.9%	628 -13.9%	684 -8.6%	698 -9.8%	696 -8.1%	708 -7.6%	686 -7.7%
2005	717 6.7%	691 4.7%	687 10.5%	649 2.5%	667 6.7%	688 6.0%	695 10.7%	730 6.7%	800 14.6%	818 17.5%	851 20.2%	818 19.2%
2006	916 27.8%	953 37.9%	996 45.0%	1,062 63.6%	1,129 69.3%	1,222 77.6%	1,305 87.8%	1,296 77.5%	1,336 67.0%	1,377 68.3%	1,332 56.5%	1,314 60.6%
2007	1,329 45.1%	1,365 43.2%	1,425 43.1%	1,485 39.8%	1,550 37.3%	1,542 26.2%	1,583 21.3%	1,593 22.9%	1,586 18.7%	1,636 18.8%	1,657 24.4%	1,652 25.7%
2008	1,650 24.2%	1,683 23.3%	1,772 24.4%	1,795 20.9%	1,753 13.1%	1,826 18.4%	1,836 16.0%	1,810 13.6%	1,845 16.3%	1,826 11.6%	1,800 8.6%	1,755 6.2%
2009	1,715 3.9%											

Kent County, DE - Single-Family - Inventory Accumulation

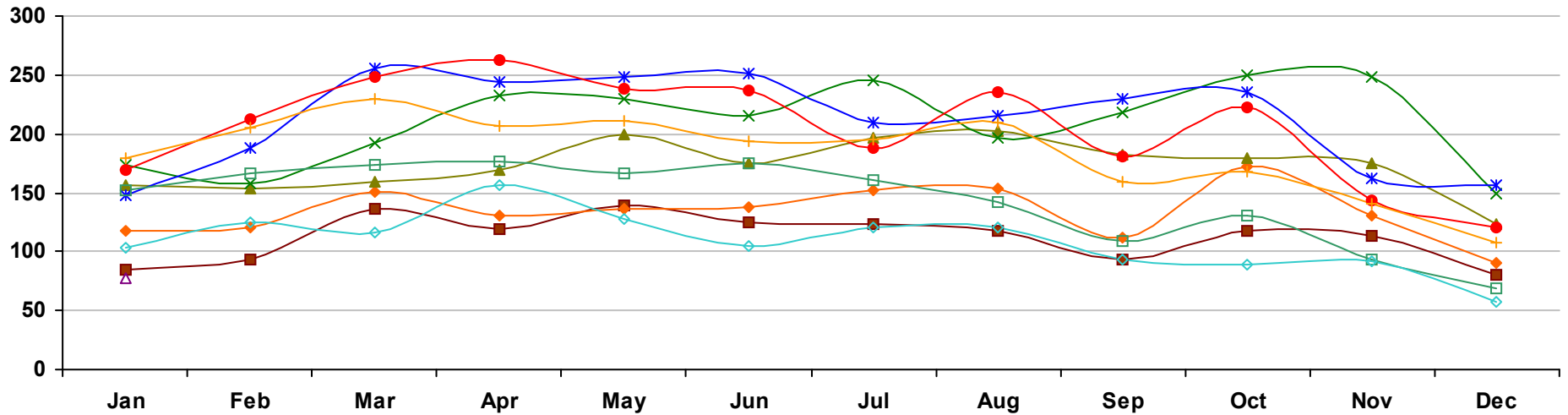


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	6.6	6.8	6.9	6.7	6.7	6.7	6.9	7.0	7.1	7.0	7.3	7.0
2001	7.4 12.1%	7.6 11.8%	7.6 10.1%	7.3 9.0%	7.6 13.4%	7.3 9.0%	6.7 -2.9%	6.6 -5.7%	6.5 -8.5%	6.2 -11.4%	5.8 -20.5%	5.7 -18.6%
2002	5.6 -24.3%	5.9 -22.4%	5.7 -25.0%	5.8 -20.5%	5.6 -26.3%	5.0 -31.5%	5.2 -22.4%	5.2 -21.2%	5.6 -13.8%	5.7 -8.1%	5.5 -5.2%	5.5 -3.5%
2003	5.3 -5.4%	5.1 -13.6%	5.2 -8.8%	5.1 -12.1%	4.8 -14.3%	4.8 -4.0%	4.5 -13.5%	4.6 -11.5%	4.7 -16.1%	4.4 -22.8%	4.4 -20.0%	4.1 -25.5%
2004	3.7 -30.2%	3.6 -29.4%	3.3 -36.5%	3.3 -35.3%	3.2 -33.3%	3.2 -33.3%	3.1 -31.1%	3.3 -28.3%	3.3 -29.8%	3.3 -25.0%	3.4 -22.7%	3.3 -19.5%
2005	3.5 -5.4%	3.3 -8.3%	3.3 0.0%	3.1 -6.1%	3.2 0.0%	3.3 3.1%	3.4 9.7%	3.5 6.1%	3.8 15.2%	3.9 18.2%	4.0 17.6%	3.8 15.2%
2006	4.3 22.9%	4.5 36.4%	4.7 42.4%	5.0 61.3%	5.3 65.6%	5.8 75.8%	6.4 88.2%	6.5 85.7%	6.9 81.6%	7.1 82.1%	7.1 77.5%	7.0 84.2%
2007	7.1 65.1%	7.3 62.2%	7.9 68.1%	8.4 68.0%	8.9 67.9%	9.1 56.9%	9.3 45.3%	9.6 47.7%	9.7 40.6%	10.3 45.1%	10.7 50.7%	11.1 58.6%
2008	11.5 62.0%	11.9 63.0%	12.9 63.3%	13.5 60.7%	13.3 49.4%	14.5 59.3%	15.2 63.4%	15.8 64.6%	16.3 68.0%	16.7 62.1%	17.1 59.8%	16.8 51.4%
2009	16.7 45.2%											

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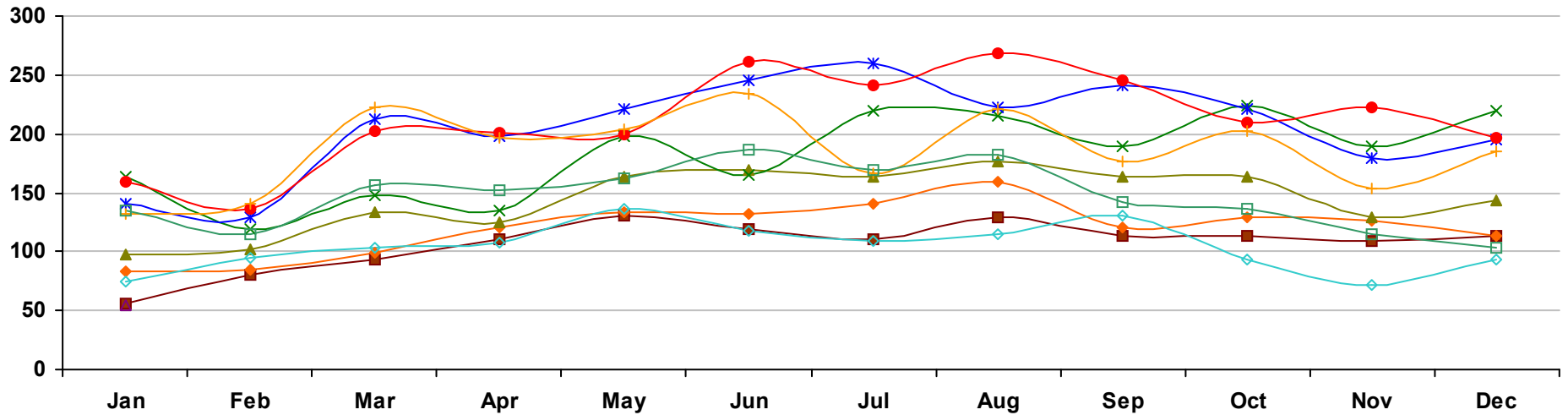
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Kent County, DE - Single-Family - Pending Units



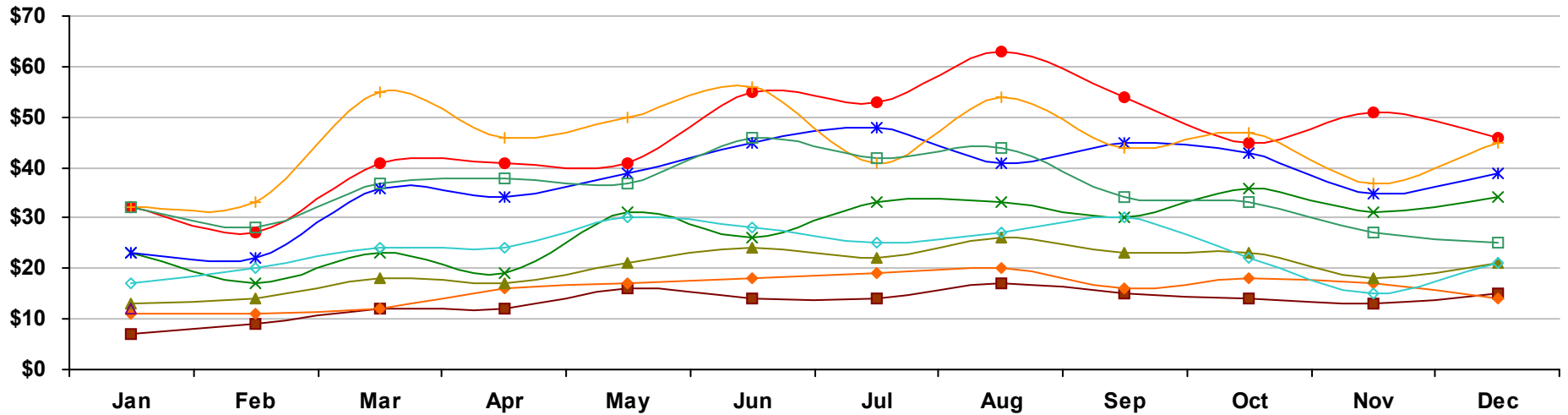
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	84	93	137	119	139	125	123	117	94	118	113	81
2001	117 39.3%	121 30.1%	151 10.2%	130 9.2%	137 -1.4%	138 10.4%	152 23.6%	154 31.6%	112 19.1%	172 45.8%	131 15.9%	91 12.3%
2002	157 34.2%	154 27.3%	160 6.0%	170 30.8%	199 45.3%	175 26.8%	196 28.9%	203 31.8%	183 63.4%	180 4.7%	175 33.6%	124 36.3%
2003	174 10.8%	158 2.6%	192 20.0%	233 37.1%	230 15.6%	216 23.4%	245 25.0%	196 -3.4%	218 19.1%	250 38.9%	248 41.7%	150 21.0%
2004	148 -14.9%	188 19.0%	255 32.8%	244 4.7%	248 7.8%	251 16.2%	210 -14.3%	216 10.2%	229 5.0%	235 -6.0%	162 -34.7%	157 4.7%
2005	170 14.9%	212 12.8%	249 -2.4%	262 7.4%	238 -4.0%	237 -5.6%	188 -10.5%	235 8.8%	181 -21.0%	222 -5.5%	143 -11.7%	120 -23.6%
2006	179 5.3%	205 -3.3%	230 -7.6%	206 -21.4%	211 -11.3%	194 -18.1%	195 3.7%	210 -10.6%	159 -12.2%	168 -24.3%	140 -2.1%	107 -10.8%
2007	152 -15.1%	167 -18.5%	174 -24.3%	176 -14.6%	166 -21.3%	175 -9.8%	161 -17.4%	142 -32.4%	109 -31.4%	130 -22.6%	93 -33.6%	69 -35.5%
2008	104 -31.6%	125 -25.1%	116 -33.3%	156 -11.4%	128 -22.9%	105 -40.0%	121 -24.8%	121 -14.8%	93 -14.7%	89 -31.5%	92 -1.1%	57 -17.4%
2009	78 -25.0%											

Kent County, DE - Single-Family - Settled Units



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	56	80	93	110	130	119	111	129	113	114	109	114
2001	83 48.2%	85 6.2%	99 6.5%	121 10.0%	134 3.1%	132 10.9%	140 26.1%	160 24.0%	121 7.1%	129 13.2%	127 16.5%	114 0.0%
2002	98 18.1%	102 20.0%	133 34.3%	125 3.3%	164 22.4%	170 28.8%	163 16.4%	176 10.0%	164 35.5%	164 27.1%	129 1.6%	143 25.4%
2003	163 66.3%	119 16.7%	148 11.3%	135 8.0%	198 20.7%	165 -2.9%	219 34.4%	215 22.2%	190 15.9%	224 36.6%	189 46.5%	220 53.8%
2004	141 -13.5%	129 8.4%	212 43.2%	198 46.7%	221 11.6%	245 48.5%	260 18.7%	223 3.7%	241 26.8%	221 -1.3%	180 -4.8%	195 -11.4%
2005	160 13.5%	137 6.2%	202 -4.7%	201 1.5%	200 -9.5%	261 6.5%	241 -7.3%	268 20.2%	245 1.7%	209 -5.4%	223 23.9%	196 0.5%
2006	132 -17.5%	140 2.2%	222 9.9%	196 -2.5%	204 2.0%	234 -10.3%	166 -31.1%	221 -17.5%	177 -27.8%	203 -2.9%	154 -30.9%	185 -5.6%
2007	135 2.3%	115 -17.9%	157 -29.3%	152 -22.4%	162 -20.6%	186 -20.5%	170 2.4%	183 -17.2%	142 -19.8%	137 -32.5%	115 -25.3%	104 -43.8%
2008	74 -45.2%	95 -17.4%	104 -33.8%	108 -28.9%	136 -16.0%	118 -36.6%	109 -35.9%	115 -37.2%	131 -7.7%	93 -32.1%	72 -37.4%	94 -9.6%
2009	54 -27.0%											

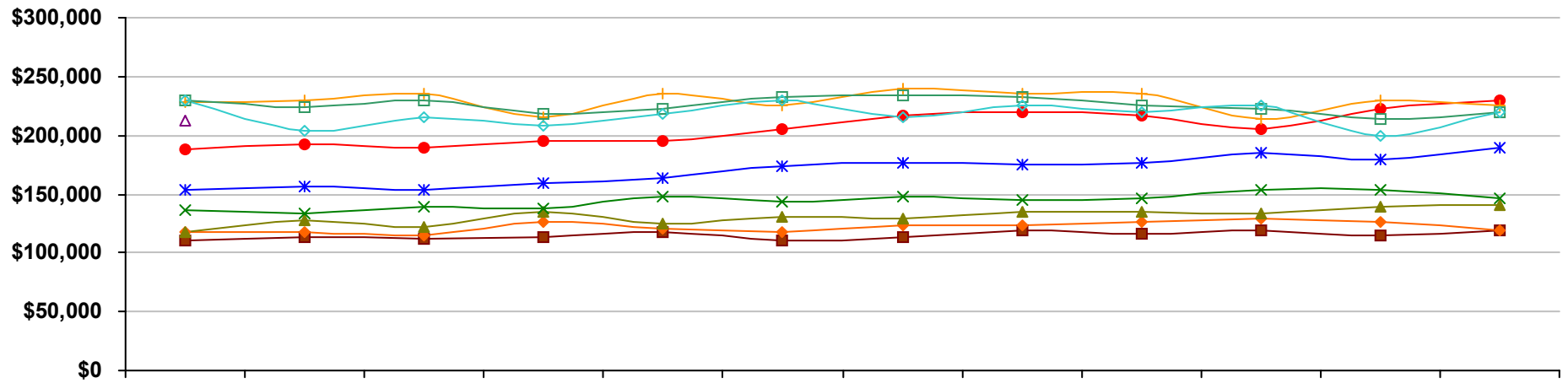
Kent County, DE - Single-Family - Total Settled Volume



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	\$7	\$9	\$12	\$12	\$16	\$14	\$14	\$17	\$15	\$14	\$13	\$15
2001	\$11 62.5%	\$11 18.1%	\$12 -0.1%	\$16 24.9%	\$17 2.1%	\$18 25.2%	\$19 32.6%	\$20 20.1%	\$16 8.8%	\$18 25.9%	\$17 37.2%	\$14 -4.0%
2002	\$13 18.7%	\$14 24.0%	\$18 48.9%	\$17 12.5%	\$21 27.5%	\$24 32.7%	\$22 20.4%	\$26 28.5%	\$23 46.9%	\$23 31.4%	\$18 4.7%	\$21 48.2%
2003	\$23 81.2%	\$17 21.4%	\$23 30.4%	\$19 8.6%	\$31 44.7%	\$26 10.5%	\$33 46.6%	\$33 26.8%	\$30 29.0%	\$36 56.0%	\$31 72.2%	\$34 58.9%
2004	\$23 -1.6%	\$22 30.7%	\$36 59.3%	\$34 78.7%	\$39 26.4%	\$45 73.8%	\$48 45.7%	\$41 22.3%	\$45 48.3%	\$43 19.8%	\$35 13.1%	\$39 14.0%
2005	\$32 36.4%	\$27 25.1%	\$41 11.7%	\$41 20.2%	\$41 6.4%	\$55 21.9%	\$53 11.3%	\$63 55.7%	\$54 20.1%	\$45 5.7%	\$51 44.1%	\$46 18.2%
2006	\$32 0.9%	\$33 22.8%	\$55 34.4%	\$46 12.7%	\$50 21.3%	\$56 0.9%	\$41 -23.6%	\$54 -15.0%	\$44 -19.0%	\$47 3.8%	\$37 -26.9%	\$45 -2.7%
2007	\$32 1.5%	\$28 -15.0%	\$37 -32.5%	\$38 -17.8%	\$37 -26.2%	\$46 -17.0%	\$42 1.9%	\$44 -17.5%	\$34 -22.3%	\$33 -30.6%	\$27 -26.5%	\$25 -45.0%
2008	\$17 -45.9%	\$20 -28.3%	\$24 -34.7%	\$24 -37.6%	\$30 -19.2%	\$28 -40.3%	\$25 -40.0%	\$27 -39.3%	\$30 -13.0%	\$22 -33.2%	\$15 -46.6%	\$21 -15.0%
2009	\$12 -34.1%											

Values on this report are displayed in Millions

Kent County, DE - Single-Family - Median Settled Price

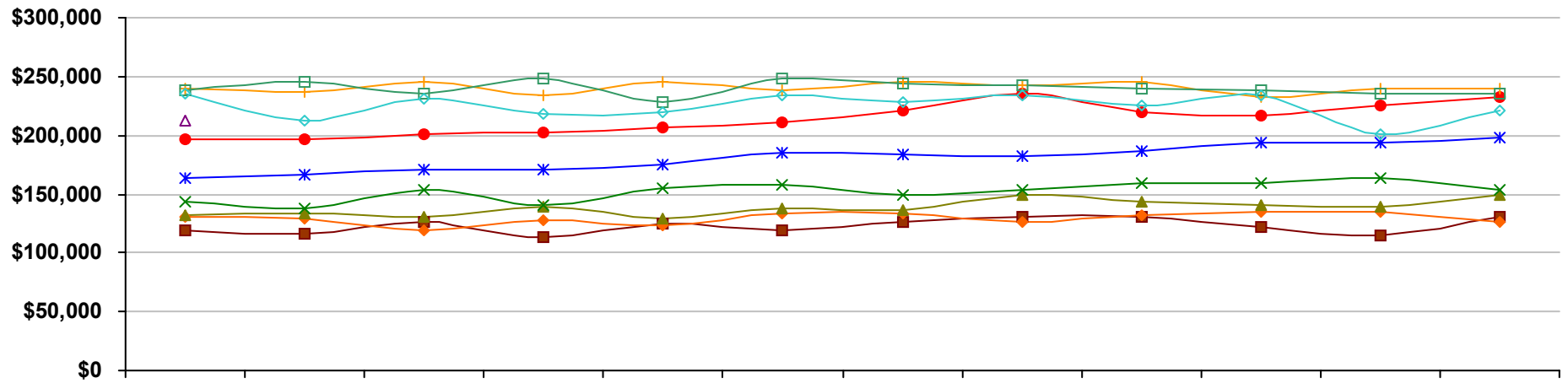


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	\$111,000	\$114,000	\$112,000	\$114,000	\$118,000	\$110,000	\$114,000	\$119,000	\$116,000	\$119,000	\$115,000	\$119,000
2001	\$117,000 5.4%	\$117,000 2.6%	\$115,000 2.7%	\$126,000 10.5%	\$120,000 1.7%	\$118,000 7.3%	\$124,000 8.8%	\$124,000 4.2%	\$127,000 9.5%	\$129,000 8.4%	\$127,000 10.4%	\$119,000 0.0%
2002	\$117,000 0.0%	\$128,000 9.4%	\$122,000 6.1%	\$135,000 7.1%	\$125,000 4.2%	\$130,000 10.2%	\$129,000 4.0%	\$135,000 8.9%	\$135,000 6.3%	\$134,000 3.9%	\$139,000 9.4%	\$140,000 17.6%
2003	\$137,000 17.1%	\$134,000 4.7%	\$139,000 13.9%	\$138,000 2.2%	\$148,000 18.4%	\$143,000 10.0%	\$148,000 14.7%	\$145,000 7.4%	\$146,000 8.1%	\$153,000 14.2%	\$153,000 10.1%	\$147,000 5.0%
2004	\$154,000 12.4%	\$157,000 17.2%	\$153,000 10.1%	\$159,000 15.2%	\$164,000 10.8%	\$173,000 21.0%	\$177,000 19.6%	\$175,000 20.7%	\$176,000 20.5%	\$185,000 20.9%	\$180,000 17.6%	\$189,000 28.6%
2005	\$188,000 22.1%	\$192,000 22.3%	\$189,000 23.5%	\$195,000 22.6%	\$195,000 18.9%	\$205,000 18.5%	\$217,000 22.6%	\$220,000 25.7%	\$217,000 23.3%	\$205,000 10.8%	\$222,000 23.3%	\$230,000 21.7%
2006	\$228,000 21.3%	\$229,000 19.3%	\$235,000 24.3%	\$215,000 10.3%	\$235,000 20.5%	\$225,000 9.8%	\$239,000 10.1%	\$235,000 6.8%	\$235,000 8.3%	\$214,000 4.4%	\$230,000 3.6%	\$225,000 -2.2%
2007	\$230,000 0.9%	\$224,000 -2.2%	\$229,000 -2.6%	\$218,000 1.4%	\$223,000 -5.1%	\$233,000 3.6%	\$234,000 -2.1%	\$232,000 -1.3%	\$225,000 -4.3%	\$223,000 4.2%	\$214,000 -7.0%	\$220,000 -2.2%
2008	\$229,000 -0.4%	\$204,000 -8.9%	\$215,000 -6.1%	\$208,000 -4.6%	\$218,000 -2.2%	\$230,000 -1.3%	\$215,000 -8.1%	\$225,000 -3.0%	\$219,000 -2.7%	\$225,000 0.9%	\$199,000 -7.0%	\$219,000 -0.5%
2009	\$213,000 -7.0%											

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Kent County, DE - Single-Family - Average Settled Price

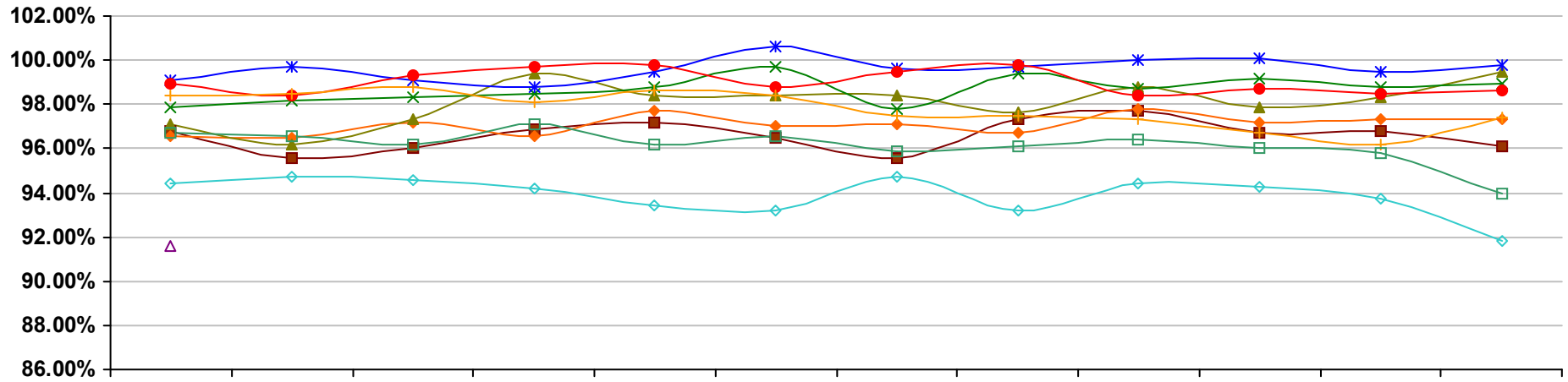


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	\$119,000	\$116,000	\$126,000	\$113,000	\$125,000	\$119,000	\$126,000	\$131,000	\$130,000	\$122,000	\$115,000	\$131,000
2001	\$131,000 10.1%	\$129,000 11.2%	\$119,000 -5.6%	\$128,000 13.3%	\$124,000 -0.8%	\$134,000 12.6%	\$133,000 5.6%	\$127,000 -3.1%	\$132,000 1.5%	\$135,000 10.7%	\$135,000 17.4%	\$126,000 -3.8%
2002	\$132,000 0.8%	\$133,000 3.1%	\$131,000 10.1%	\$139,000 8.6%	\$129,000 4.0%	\$138,000 3.0%	\$137,000 3.0%	\$149,000 17.3%	\$143,000 8.3%	\$140,000 3.7%	\$139,000 3.0%	\$149,000 18.3%
2003	\$144,000 9.1%	\$138,000 3.8%	\$154,000 17.6%	\$140,000 0.7%	\$155,000 20.2%	\$158,000 14.5%	\$150,000 9.5%	\$154,000 3.4%	\$159,000 11.2%	\$160,000 14.3%	\$164,000 18.0%	\$154,000 3.4%
2004	\$163,000 13.2%	\$167,000 21.0%	\$171,000 11.0%	\$171,000 22.1%	\$175,000 12.9%	\$185,000 17.1%	\$184,000 22.7%	\$182,000 18.2%	\$186,000 17.0%	\$194,000 21.2%	\$194,000 18.3%	\$198,000 28.6%
2005	\$196,000 20.2%	\$197,000 18.0%	\$201,000 17.5%	\$203,000 18.7%	\$206,000 17.7%	\$211,000 14.1%	\$221,000 20.1%	\$236,000 29.7%	\$220,000 18.3%	\$217,000 11.9%	\$226,000 16.5%	\$233,000 17.7%
2006	\$240,000 22.4%	\$237,000 20.3%	\$246,000 22.4%	\$234,000 15.3%	\$245,000 18.9%	\$238,000 12.8%	\$245,000 10.9%	\$243,000 3.0%	\$246,000 11.8%	\$232,000 6.9%	\$239,000 5.8%	\$240,000 3.0%
2007	\$238,000 -0.8%	\$245,000 3.4%	\$235,000 -4.5%	\$248,000 6.0%	\$228,000 -6.9%	\$248,000 4.2%	\$244,000 -0.4%	\$242,000 -0.4%	\$239,000 -2.8%	\$238,000 2.6%	\$236,000 -1.3%	\$235,000 -2.1%
2008	\$235,000 -1.3%	\$213,000 -13.1%	\$231,000 -1.7%	\$218,000 -12.1%	\$219,000 -3.9%	\$234,000 -5.6%	\$228,000 -6.6%	\$234,000 -3.3%	\$225,000 -5.9%	\$234,000 -1.7%	\$201,000 -14.8%	\$221,000 -6.0%
2009	\$212,000 -9.8%											

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Kent County, DE - Single-Family - Average Settled Price/Original Price



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2000	96.8%	95.6%	96.0%	96.9%	97.2%	96.5%	95.6%	97.3%	97.7%	96.7%	96.8%	96.1%
2001	96.6%	96.5%	97.2%	96.6%	97.7%	97.0%	97.1%	96.7%	97.8%	97.2%	97.3%	97.3%
	-0.2%	0.9%	1.3%	-0.4%	0.5%	0.5%	1.5%	-0.6%	0.1%	0.5%	0.4%	1.3%
2002	97.1%	96.2%	97.3%	99.4%	98.4%	98.4%	98.4%	97.6%	98.8%	97.9%	98.3%	99.5%
	0.6%	-0.3%	0.1%	2.9%	0.7%	1.4%	1.4%	0.9%	1.1%	0.8%	1.0%	2.2%
2003	97.9%	98.2%	98.3%	98.5%	98.8%	99.7%	97.8%	99.4%	98.7%	99.2%	98.8%	98.9%
	0.8%	2.0%	1.0%	-0.9%	0.4%	1.3%	-0.6%	1.9%	-0.1%	1.3%	0.6%	-0.6%
2004	99.1%	99.7%	99.1%	98.8%	99.5%	100.6%	99.6%	99.7%	100.0%	100.1%	99.5%	99.8%
	1.2%	1.5%	0.7%	0.3%	0.8%	0.9%	1.9%	0.3%	1.3%	0.9%	0.7%	0.9%
2005	98.9%	98.4%	99.3%	99.7%	99.8%	98.8%	99.5%	99.8%	98.4%	98.7%	98.5%	98.6%
	-0.3%	-1.3%	0.2%	0.9%	0.2%	-1.8%	-0.1%	0.1%	-1.6%	-1.4%	-0.9%	-1.2%
2006	98.4%	98.5%	98.8%	98.1%	98.6%	98.4%	97.5%	97.5%	97.3%	96.7%	96.2%	97.4%
	-0.5%	0.1%	-0.5%	-1.6%	-1.2%	-0.3%	-2.0%	-2.3%	-1.1%	-2.0%	-2.3%	-1.2%
2007	96.7%	96.6%	96.2%	97.1%	96.2%	96.6%	95.9%	96.1%	96.4%	96.0%	95.8%	94.0%
	-1.6%	-1.9%	-2.6%	-1.1%	-2.4%	-1.9%	-1.7%	-1.4%	-1.0%	-0.8%	-0.5%	-3.5%
2008	94.4%	94.7%	94.6%	94.2%	93.4%	93.2%	94.7%	93.2%	94.4%	94.3%	93.7%	91.8%
	-2.4%	-2.0%	-1.7%	-3.0%	-2.9%	-3.5%	-1.2%	-3.0%	-2.0%	-1.8%	-2.1%	-2.3%
2009	91.6%											
	-3.0%											

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