All Home Types Detached Attached

# Local Market Insight

# Berks County, PA



Presented by Tri-County Suburban REALTORS Email: info@tcsr.realtor

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# December 2021

Berks County, PA

New Listings			310	
from	- <b>26.2%</b> Nov 2021: <b>420</b>		<b>3.4%</b> ec 2020: 58	
YTD	2021 <b>5,938</b>	2020 <b>5,995</b>	+/- -1.0%	
5-year Dec average: <b>314</b>				

New F	Pendings		375	
from	- <b>10.3%</b> Nov 2021: <b>418</b>	from D	<b>4.6%</b> ec 2020: <b>93</b>	
YTD	2021 <b>5,554</b>	2020 <b>5,626</b>	+/- -1.3%	
5-year Dec average: <b>335</b>				



Median Sold Price		\$215,000	
+-1.5%		10.3%	
from Nov 2021:		from Dec 2020:	
\$218,250		\$195,000	
YTD	2021	2020	+/-
	<b>\$215,000</b>	<b>\$190,000</b>	13.2%
5-yea	r Dec avera	ge: <b>\$181,98</b>	30







23

19

19





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5

Berks County, PA - Detached

289

+/-

1.9%

🖤-19.5%

from Dec 2020:

359

2020 3,544

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New Listings	181	New Pendings	219	Closed Sales	
-30.4%	+-14.2%	+-17.7%	+-14.5%	-7.4%	from
from Nov 2021:	from Dec 2020:	from Nov 2021:	from Dec 2020:	from Nov 2021:	
260	211	266	256	312	
YTD 2021	2020 +/-	YTD 2021	2020 +/-	YTD 2021	2020
<b>3,755</b>	<b>3,908</b> -3.9%	<b>3,524</b>	<b>3,721</b> -5.3%	<b>3,613</b>	<b>3,544</b>
5-year Dec averag	e: 186	5-year Dec averag	je: <b>210</b>	5-year Dec average:	: 280

Median Sold Price		\$265,000		
+-2.9% from Nov 2021: \$272,850		11.3% from Dec 2020: \$238,000		
YTD 2021 2020 +/- <b>\$265,000 \$235,000</b> 12.8%				
5-year Dec average: <b>\$220,600</b>				

#### Summary

In Berks County, PA, the median sold price for Detached properties for December was \$265,000, representing a decrease of 2.9% compared to last month and an increase of 11.3% from Dec 2020. The average days on market for units sold in December was 18 days, 57% below the 5-year December average of 42 days. There was a 17.7% month over month decrease in new contract activity with 219 New Pendings; a 19.4% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 366; and a 29.9% decrease in supply to 162 active units.

This activity resulted in a Contract Ratio of 2.26 pendings per active listing, up from 1.97 in November and an increase from 1.78 in December 2020. The Contract Ratio is 113% higher than the 5-year December average of 1.06. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active	Listings	162	Avg DOM		18	Avg Sold OLP Ratio	to <b>1</b>	00.2%
162			18					100.2%
Min 162	5-year Dec avera	Max 880 age	Min 18 5-	42 •year Dec avera	Max 68 age	Min 94.6% 5-	97.1% year Dec ave	Max 100.2% rage
Nov 202 <b>231</b>	21 Dec 2020 <b>279</b>		Nov 2021 <b>18</b>	Dec 2020 <b>26</b>	YTD 20	Nov 2021 <b>100.7%</b>	Dec 2020 <b>98.9%</b>	YTD 101.3%



Berks County, PA - Attached

163

+/-

10.6%

**-10.9%** from Dec 2020: 183

1,809

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New Pendings	156	Closed Sales
2.6%	13.9%	+-11.9%
from Nov 2021:	from Dec 2020:	from Nov 2021: from
152	137	185
YTD 2021	2020 +/-	YTD 2021 2020
2,030	<b>1,903</b> 6.7%	2,000 1,809
5-year Dec average	e: <b>125</b>	5-year Dec average: <b>152</b>

Median Sold Price		\$145,000		
•••0.0% from Nov 2021: \$145,000		<b>4</b> 7.4% from Dec 2020: <b>\$135,000</b>		
YTD 2021 2020 +/- <b>\$145,000 \$129,000</b> 12.4%				
5-year Dec average: <b>\$126,080</b>				

#### Summary

In Berks County, PA, the median sold price for Attached properties for December was \$145,000, representing no change compared to last month and an increase of 7.4% from Dec 2020. The average days on market for units sold in December was 18 days, 47% below the 5year December average of 34 days. There was a 2.6% month over month increase in new contract activity with 156 New Pendings; a 10.4% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 225; and a 24.5% decrease in supply to 108 active units.

This activity resulted in a Contract Ratio of 2.08 pendings per active listing, up from 1.76 in November and an increase from 1.64 in December 2020. The Contract Ratio is 102% higher than the 5-year December average of 1.03. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





# **December 2021**

**New Listings** 

**-12.5%** 

from Nov 2021:

2021

298

5-year Dec average: 16

16

YTD

Boyertown Area (Berks, PA)

14

-22.2%

+/-

-19.5%

from Dec 2020:

18

2020

370

New Pe

YTD

2021

299

5-year Dec average: 18

New Pendings	20	Closed
42.9% from Nov 2021: 14	-31.0% from Dec 2020: 29	from N

+/-

-12.3%

2020

341

Close	d Sales		20	
	-23.1% Nov 2021: 26	-54.5% from Dec 2020: 44		
YTD	2021 <b>312</b>	2020 <b>323</b>	+/- -3.4%	
5-year Dec average: <b>28</b>				

Median Sold Price		\$207,	500	
+-13.6%		+-2.6%		
from Nov 2021:		from Dec 2020:		
\$240,131		\$213,000		
YTD	2021	2020	+/-	
	<b>\$227,062</b>	<b>\$220,000</b>	3.2%	
5-year Dec average: <b>\$187,790</b>				







34

29

22



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# December 2021

Boyertown Area (Berks, PA) - Detached

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New L	istings.		10	New F	Pendings		13	Close	d Sales		13
	<b>-9.1%</b> Nov 2021: <b>11</b>	from D	23.1% ec 2020: 3		30.0% Nov 2021: 10	from D	<b>27.8%</b> )ec 2020: 18		-35.0% Nov 2021: 20		62.9% Dec 2020: 35
YTD	2021 <b>222</b>	2020 <b>289</b>	+/- -23.2%	YTD	2021 <b>223</b>	2020 <b>270</b>	+/- -17.4%	YTD	2021 <b>229</b>	2020 <b>263</b>	+/- -12.9%
5-year	Dec averag	ge: <b>11</b>		5-year	Dec avera	ge: <b>13</b>		5-year	Dec averag	ge: <b>20</b>	

Median Sold Price		\$230,000	
+-12.3% from Nov 2021: \$262,200		2.2% from Dec 2020: \$225,000	
YTD	2021 <b>\$264,900</b>	2020 +/- <b>\$247,056</b> 7.2%	
5-year Dec average: <b>\$218,050</b>			

#### **Summary**

In Boyertown Area (Berks, PA), the median sold price for Detached properties for December was \$230,000, representing a decrease of 12.3% compared to last month and an increase of 2.2% from Dec 2020. The average days on market for units sold in December was 19 days, 53% below the 5-year December average of 40 days. There was a 30% month over month increase in new contract activity with 13 New Pendings; a 4.3% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 22; and a 26.1% decrease in supply to 17 active units.

This activity resulted in a Contract Ratio of 1.29 pendings per active listing, up from 1.00 in November and an increase from 0.83 in December 2020. The Contract Ratio is 125% higher than the 5-year December average of 0.57. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





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# December 2021

New Listings

➡-20.0%

from Nov 2021:

2021

76

5-year Dec average: 6

5

YTD

Boyertown Area (Berks, PA) - Attached

-20.0%

+/-

-5.0%

from Dec 2020:

5

2020

80

Δ

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Median Sold Price		\$200,000		
from	<b>9.9%</b> Nov 2021: <b>181,950</b>	<b>2.6%</b> from Dec 2020: <b>\$195,000</b>		
YTD	2021 <b>\$180,000</b>	2020 <b>\$165,000</b>	+/- 9.1%	
5-year Dec average: <b>\$165,624</b>				

#### Summary

In Boyertown Area (Berks, PA), the median sold price for Attached properties for December was \$200,000, representing an increase of 9.9% compared to last month and an increase of 2.6% from Dec 2020. The average days on market for units sold in December was 10 days, 71% below the 5-year December average of 34 days. There was a 75% month over month increase in new contract activity with 7 New Pendings; no MoM change in All Pendings (new contracts + contracts carried over from November) with 7; and a 75% decrease in supply to 1 active units.

This activity resulted in a Contract Ratio of 7.00 pendings per active listing, up from 1.75 in November and an increase from 3.50 in December 2020. The Contract Ratio is 202% higher than the 5-year December average of 2.32. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





### December 2021

Twin Valley (Berks, PA)

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New L	istings.		10	
	▶0.0% Nov 2021: 10	from D	<b>5.0%</b> ec 2020: 8	
YTD	2021 <b>159</b>	2020 <b>164</b>	+/- -3.0%	
5-year Dec average: <b>8</b>				

















Twin Valley (Berks, PA) - Detached

New L	istings		6	New F	Pendings		11	Close	d Sales		11
	-40.0% Nov 2021: 10	from D	<b> 4.3%</b> ec 2020: <b>7</b>		10.0% Nov 2021: 10	from E	0.0% Dec 2020: 11		0.0% Nov 2021: 11		57.1% Dec 2020: 7
YTD	2021 <b>117</b>	2020 <b>128</b>	+/- -8.6%	YTD	2021 <b>114</b>	2020 <b>133</b>	+/- -14.3%	YTD	2021 <b>105</b>	2020 <b>128</b>	+/- -18.0%
5-year	Dec averag	ge: <b>6</b>		5-year	Dec avera	ge: <b>8</b>		5-year	Dec avera	ge: <b>8</b>	

Median Sold Price		\$357,500	
<b>13.5%</b> from Nov 2021: <b>\$315,000</b>		<b>25.4%</b> from Dec 2020: <b>\$285,000</b>	
YTD	2021 <b>\$350,000</b>	2020 +/- <b>\$274,450</b> 27.5%	
5-year Dec average: <b>\$269,000</b>			

#### Summary

In Twin Valley (Berks, PA), the median sold price for Detached properties for December was \$357,500, representing an increase of 13.5% compared to last month and an increase of 25.4% from Dec 2020. The average days on market for units sold in December was 16 days, 68% below the 5-year December average of 51 days. There was a 10% month over month increase in new contract activity with 11 New Pendings; an 8.7% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 21; and a 16.7% decrease in supply to 5 active units.

This activity resulted in a Contract Ratio of 4.20 pendings per active listing, up from 3.83 in November and an increase from 2.00 in December 2020. The Contract Ratio is 187% higher than the 5-year December average of 1.47. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

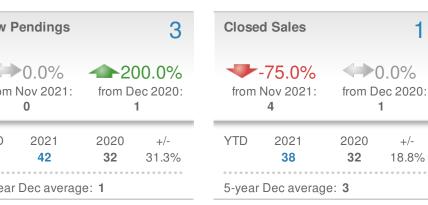




Twin Valley (Berks, PA) - Attached



New L	istings.		4	New
	▶0.0% Nov 2021: 0	from D	<b>)0.0%</b> ec 2020: <b>1</b>	from
YTD	2021 <b>42</b>	2020 <b>36</b>	+/- 16.7%	YTD
5-year	Dec averag	e: <b>2</b>		5-ye



Median Sold Price		\$245,000	
<b>2.1%</b> from Nov 2021: <b>\$240,000</b>		+101.0% from Dec 2020: \$121,900	
YTD	2021 <b>\$258,301</b>	2020 +/- <b>\$190,450</b> 35.6%	
5-year Dec average: <b>\$192,078</b>			

#### Summary

In Twin Valley (Berks, PA), the median sold price for Attached properties for December was \$245,000, representing an increase of 2.1% compared to last month and an increase of 101% from Dec 2020. The average days on market for units sold in December was 6 days, 88% below the 5-year December average of 49 days. There was a 0% month over month increase in new contract activity with 3 New Pendings; a 50% MoM increase in All Pendings (new contracts + contracts carried over from November) to 6; and a 0% increase in supply to 1 active units.

This activity resulted in a Contract Ratio of 6.00 pendings per active listing, up from 0.00 in November and an increase from 1.00 in December 2020. The Contract Ratio is 270% higher than the 5-year December average of 1.62. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





## December 2021

Upper Perkiomen (Berks, PA)

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Medi Sold	an Price	\$314,500		
	•0.0% Nov 2021: \$0	+-20.4% from Dec 2020: \$394,900		
YTD	2021 <b>\$260,000</b>	2020 +/- <b>\$330,000</b> -21.2%		
5-year Dec average: <b>\$193,020</b>				







Nov 2021	Dec 2020	YTD
0	10	24



Upper Perkiomen (Berks, PA) - Detached

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New L	istings.		2	New F	Pendings		0	Close	d Sales		3
	•0.0% Nov 2021: 0	from D	<b>33.3%</b> ec 2020: <b>3</b>		<b>100.0%</b> Nov 2021: <b>2</b>	from D	<b>00.0%</b> ec 2020: <b>2</b>		•0.0% Nov 2021: 0		0.0% ec 2020: 3
YTD	2021 <b>27</b>	2020 <b>26</b>	+/- 3.8%	YTD	2021 <b>26</b>	2020 <b>27</b>	+/- -3.7%	YTD	2021 <b>30</b>	2020 <b>24</b>	+/- 25.0%
5-year	Dec averaç	ge: <b>2</b>		5-year	Dec avera	ge: <b>2</b>		5-year	Dec avera	ge: <b>1</b>	

Medi Sold	an Price	\$450,000		
•••0.0% from Nov 2021: <b>\$0</b>		14.0% from Dec 2020: \$394,900		
YTD	2021 <b>\$300,000</b>	2020 +/- <b>\$352,000</b> -14.8%		
5-year Dec average: <b>\$211,980</b>				

#### **Summary**

In Upper Perkiomen (Berks, PA), the median sold price for Detached properties for December was \$450,000, representing an increase of 0% compared to last month and an increase of 14% from Dec 2020. The average days on market for units sold in December was 56 days, 268% above the 5-year December average of 15 days. There was a 100% month over month decrease in new contract activity with 0 New Pendings; an 80% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 1; and a 0% increase in supply to 2 active units.

This activity resulted in a Contract Ratio of 0.50 pendings per active listing, up from 0.00 in November and a decrease from 3.00 in December 2020. The Contract Ratio is 46% lower than the 5-year December average of 0.92. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





Upper Perkiomen (Berks, PA) - Attached

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New L	istings		0	New Pe
	▶0.0% Nov 2021: 0		0.0% lec 2020: <b>0</b>	from N
YTD	2021 <b>2</b>	2020 1	+/- 100.0%	YTD
5-year	Dec averag	e: <b>0</b>		5-year D

Median Sold Price		\$179,000		
•••0.0% from Nov 2021: <b>\$0</b>		0.0% from Dec 2020: \$0		
YTD	2021 <b>\$117,000</b>	2020 +/- <b>\$180,000</b> -35.0%		
5-year Dec average: <b>\$89,500</b>				

New F	Pendings	0		
+100.0%		0.0%		
from Nov 2021:		from Dec 2020:		
1		0		
YTD	2021	2020	+/-	
	<b>2</b>	1	100.0%	
5-year Dec average: <b>0</b>				



#### Summary

In Upper Perkiomen (Berks, PA), the median sold price for Attached properties for December was \$179,000, representing an increase of 0% compared to last month and an increase of 0% from Dec 2020. The average days on market for units sold in December was 33 days, 100% above the 5-year December average of 17 days. There was a 100% month over month decrease in new contract activity with 0 New Pendings; a 100% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 0; and no change in supply with 0 active units.

This activity resulted in a Contract Ratio of 0.00 pendings per active listing, no change from November and an increase from 0.00 in December 2020. The Contract Ratio is the same as the 5-year December average of 0.00. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



