September 2023

All Home Types Detached Attached

Local Market Insight

Berks County, PA



Presented by Lauren Davis Tri-County Suburban REALTORS Email: Idavis@tcsr.realtor

September 2023

Berks County, PA

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Email: Idavis@tcsr.realtor

New L	istings.	335		
from	- 24.7% Aug 2023: 445	from S	23.5% ep 2022: 38	
YTD	2023 3,566	2022 4,290	+/- -16.9%	
5-year	Sep average	e: 484		

New F	Pendings		334		
from	- 19.1% Aug 2023: 413	+-17.3% from Sep 2022: 404			
YTD	2023 3,216	2022 3,813	+/- -15.7%		
5-year	Sep average	e: 463			



Medi Sold	an Price	\$264,950				
from	-0.0% Aug 2023: 265,000	from Se \$235,	p 2022:			
YTD	2023 \$255,000	2022 \$235,000	+/- 8.5%			
5-yea	r Sep avera	ge: \$219,43	0			







5-year Sep average Aug 2023 Sep 2022 YTD **16 13 20**





September 2023

Berks County, PA - Detached

Tri-County Suburban REALTORS

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5-year Sep average: 305		5-year	5-year Sep average: 291			5-year	5-year Sep average: 301				
YTD	2023 2,291	2022 2,634	+/- -13.0%	YTD	2023 2,029	2022 2,367	+/- -14.3%	YTD	2023 1,920	2022 2,351	+/- -18.3%
from	-18.1% Aug 2023: 281	from S	5.0% ep 2022: 42	from	- 20.7% Aug 2023: 270	from S	7.8% ep 2022: 32	from	-12.2% Aug 2023: 263		21.7% ep 2022: 95
New L	istings.		230	New F	Pendings		214	Close	d Sales		231

Medi Sold	an Price	\$310,000					
from	-3.1% Aug 2023: 320,000	4 3.3% from Sep 2022: \$300,000					
YTD	2023 \$320,000	2022 +/- \$291,000 10.0%					
5-yea	5-year Sep average: \$264,200						

Summary

In Berks County, PA, the median sold price for Detached properties for September was \$310,000, representing a decrease of 3.1% compared to last month and an increase of 3.3% from Sep 2022. The average days on market for units sold in September was 14 days, 42% below the 5-year September average of 24 days. There was a 20.7% month over month decrease in new contract activity with 214 New Pendings; a 6.8% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 317; and a 2.6% increase in supply to 281 active units.

This activity resulted in a Contract Ratio of 1.13 pendings per active listing, down from 1.24 in August and a decrease from 1.34 in September 2022. The Contract Ratio is 17% lower than the 5-year September average of 1.36. 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	281	Avg DOM		14	Avg Sold to OLP Ratio		01.0%
281 Min 399 257 5-year Sep averag	Max 796 e	14	.4 -year Sep avera	Max 45 age	Min 96.2% 5-	year Sep ave	101.09 99.5% Max 101.0% erage
Aug 2023 Sep 2022 274 257		Aug 2023 18	Sep 2022 14	YTD 21	Aug 2023 101.4%	Sep 2022 100.8%	YTD 101.1%



September 2023

Berks County, PA - Attached

Tri-County Suburban REALTORS

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New L	istings.		105	New F	Pendings		120	Close	d Sales		112
from	- 36.0% Aug 2023: 164	from S	46.2% ep 2022: 95	from	- 16.1% Aug 2023: 143	from S	30.2% ep 2022: 72		- 9.7% Aug 2023: 124	from S	30.0% ep 2022: 60
YTD	2023 1,273	2022 1,654	+/- -23.0%	YTD	2023 1,186	2022 1,445	+/- -17.9%	YTD	2023 1,155	2022 1,417	+/- -18.5%
5-year Sep average: 179			5-year	Sep averag	ge: 172		5-year	Sep averag	je: 149		

Medi Sold	an Price	\$175,000					
from	-5.4% Aug 2023: 184,950	14.6% from Sep 2022 \$152,750	:				
YTD	2023 \$172,750	2022 +/- \$161,000 7.3%					
5-yea	5-year Sep average: \$148,900						

Summary

In Berks County, PA, the median sold price for Attached properties for September was \$175,000, representing a decrease of 5.4% compared to last month and an increase of 14.6% from Sep 2022. The average days on market for units sold in September was 12 days, 41% below the 5-year September average of 20 days. There was a 16.1% month over month decrease in new contract activity with 120 New Pendings; a 0.6% MoM increase in All Pendings (new contracts + contracts carried over from August) to 160; and a 29% decrease in supply to 76 active units.

This activity resulted in a Contract Ratio of 2.11 pendings per active listing, up from 1.49 in August and an increase from 1.40 in September 2022. The Contract Ratio is 20% higher than the 5-year September average of 1.75. 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	76	Avg DOM		12	Avg Sold OLP Ratio	to 1	00.2%
76 Min 168 76 5-year Sep avera	Max 320 ge	12 Min 20 12 5-	year Sep avera	Max 44 age	Min 95.7% 5-	year Sep ave	100.2% 99.3%Max 100.2% rage
Aug 2023 Sep 2022 107 160		Aug 2023 13	Sep 2022 12	YTD 18	Aug 2023 101.2%	Sep 2022 100.1%	YTD 100.3%



Presented by Lauren Davis Tri-County Suburban REALTORS

September 2023

Boyertown Area (Berks, PA)

Email: Idavis@tcsr.realtor

New L	istings.		21			
	- 19.2% Aug 2023: 26).0% ep 2022: 1			
YTD	2023 208	2022 215	+/- -3.3%			
5-year Sep average: 27						













15

17

25





September 2023

Boyertown Area (Berks, PA) - Detached

Email: Idavis@tcsr.realtor

New L	istings		18	New F	Pendings		14	Close	d Sales		22
	-14.3% Aug 2023: 21		8.6% ep 2022: 4		- 39.1% Aug 2023: 23		7.3% ep 2022: 1		15.8% Aug 2023: 19	from S	3.3% ep 2022: 12
YTD	2023 177	2022 162	+/- 9.3%	YTD	2023 134	2022 141	+/- -5.0%	YTD	2023 125	2022 144	+/- -13.2%
5-year	Sep averag	je: 20		5-year	Sep avera	ge: 19		5-year	Sep avera	ge: 21	

Medi Sold	an Price	\$365,000					
from	22.1% Aug 2023: 299,000	9.6% from Sep 2022: \$333,000					
YTD	2023 \$300,000	2022 \$290,650	+/- 3.2%				
5-yea	5-year Sep average: \$297,590						

Summary

In Boyertown Area (Berks, PA), the median sold price for Detached properties for September was \$365,000, representing an increase of 22.1% compared to last month and an increase of 9.6% from Sep 2022. The average days on market for units sold in September was 15 days, 51% below the 5-year September average of 30 days. There was a 39.1% month over month decrease in new contract activity with 14 New Pendings; a 30% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 21; and a 20% increase in supply to 42 active units.

This activity resulted in a Contract Ratio of 0.50 pendings per active listing, down from 0.86 in August and a decrease from 0.51 in September 2022. The Contract Ratio is 42% lower than the 5-year September average of 0.86. 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.





September 2023

Boyertown Area (Berks, PA) - Attached

Tri-County Suburban REALTORS

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Medi Sold	an Price	\$217,	500
from	-12.7% Aug 2023: 249,000	432 from Se \$163 ,	p 2022:
YTD	2023 \$220,000	2022 \$207,250	+/- 6.2%
5-yea	r Sep avera	ge: \$183,43	80

Summary

In Boyertown Area (Berks, PA), the median sold price for Attached properties for September was \$217,500, representing a decrease of 12.7% compared to last month and an increase of 32.8% from Sep 2022. The average days on market for units sold in September was 5 days, 72% below the 5-year September average of 18 days. There was no month over month change in new contract activity with 3 New Pendings; a 25% MoM decrease in All Pendings (new contracts + contracts carried over from August) to 3; and a 50% decrease in supply to 1 active units.

This activity resulted in a Contract Ratio of 3.00 pendings per active listing, up from 2.00 in August and an increase from 2.25 in September 2022. The Contract Ratio is 50% higher than the 5-year September average of 2.00. 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.





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September 2023

Twin Valley (Chester, PA)

New Listings 23 **~~**27.8% **43.8%** from Aug 2023: from Sep 2022: 18 16 2022 YTD 2023 +/-136 114 19.3% 5-year Sep average: 18













5-year Sep average Aug 2023 Sep 2022 YTD **20 16 17**



September 2023

Twin Valley (Chester, PA) - Detached

Tri-County Suburban REALTORS

Email: Idavis@tcsr.realtor

New L	.istings		19	New F	Pendings		12	Close	d Sales		9
	26.7% Aug 2023: 15	from S	5.7% ep 2022: 4		•0.0% Aug 2023: 12		33.3% ep 2022: 9		-25.0% Aug 2023: 12	from S	2.5% ep 2022: 8
YTD	2023 115	2022 84	+/- 36.9%	YTD	2023 86	2022 66	+/- 30.3%	YTD	2023 73	2022 62	+/- 17.7%
5-year	Sep avera	ge: 12		5-year	Sep avera	ge: 9		5-year	Sep avera	ge: 10	

Medi Sold	an Price	\$323,000		
from	-35.9% Aug 2023: 504,143	+-17.9% from Sep 2022: \$393,500		
YTD	2023 \$417,500	2022 +/- \$370,000 12.8%		
5-yea	r Sep avera	ge: \$366,245		

Summary

In Twin Valley (Chester, PA), the median sold price for Detached properties for September was \$323,000, representing a decrease of 35.9% compared to last month and a decrease of 17.9% from Sep 2022. The average days on market for units sold in September was 20 days, 44% below the 5-year September average of 36 days. There was no month over month change in new contract activity with 12 New Pendings; a 31.3% MoM increase in All Pendings (new contracts + contracts carried over from August) to 21; and a 50% increase in supply to 24 active units.

This activity resulted in a Contract Ratio of 0.88 pendings per active listing, down from 1.00 in August and a decrease from 1.10 in September 2022. The Contract Ratio is 25% lower than the 5-year September average of 1.17. 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	24	Avg DOM		20	Avg Sold to OLP Ratio	to 1	08.0%
Min 16 8 5-year Sep ave	24 Max 26 rage	20 Min 36 11 5-	year Sep aver	Max 106 age	Min 86.0% 5-	99.3 year Sep aver	108.0%
Aug 2023 Sep 2022 16 10		Aug 2023 22	Sep 2022 17	YTD 19	Aug 2023 100.2%	Sep 2022 99.7%	YTD 103.5%



September 2023

Twin Valley (Chester, PA) - Attached

Tri-County Suburban REALTORS

Email: Idavis@tcsr.realtor



Medi Sold	an Price	\$316,950		
from	-22.7% Aug 2023: 10,000	48.5% from Sep 2022: \$292,000		
YTD	2023 \$361,250	2022 +/- \$310,000 16.5%		
5-yea	r Sep avera	ge: \$294,120		

Summary

In Twin Valley (Chester, PA), the median sold price for Attached properties for September was \$316,950, representing a decrease of 22.7% compared to last month and an increase of 8.5% from Sep 2022. The average days on market for units sold in September was 9 days, 44% below the 5-year September average of 16 days. There was a 60% month over month decrease in new contract activity with 2 New Pendings; no MoM change in All Pendings (new contracts + contracts carried over from August) with 5; and a 300% increase in supply to 4 active units.

This activity resulted in a Contract Ratio of 1.25 pendings per active listing, down from 5.00 in August and an increase from 0.00 in September 2022. The Contract Ratio is 50% lower than the 5-year September average of 2.50. 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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September 2023

Upper Perkiomen (Berks, PA)

Email: Idavis@tcsr.realtor

New L	istings.		1
-	-66.7% Aug 2023: 3		6.7% ep 2022: 3
YTD	2023 12	2022 22	+/- -45.5%
5-year	Sep average	e: 3	













0

0

30





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5-year Sep average: 1

September 2023

Upper Perkiomen (Berks, PA) - Detached

New Listings 1 ↔ -66.7% ↔ -66.7% from Aug 2023: from Sep 2022: 3 3 YTD 2023 2022 +/ 12 22 -45.5% 5-year Sep average: 3 3



Medi Sold	an Price		\$0
	•0.0% Aug 2023: \$0	from Se	
YTD	2023 \$345,000	2022 \$269,500	+/- 28.0%
5-yea	r Sep avera	ge: \$205,6 4	10

Summary

In Upper Perkiomen (Berks, PA), the median sold price for Detached properties for September was \$0, representing no change compared to last month and no change from Sep 2022. The average days on market for units sold in September was 0 days, 100% below the 5year September average of 32 days. There was no month over month change in new contract activity with 2 New Pendings; a 100% MoM increase in All Pendings (new contracts + contracts carried over from August) to 4; and a 66.7% decrease in supply to 1 active units.

This activity resulted in a Contract Ratio of 4.00 pendings per active listing, up from 0.67 in August and an increase from 0.20 in September 2022. The Contract Ratio is 110% higher than the 5-year September average of 1.91. 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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September 2023

Upper Perkiomen (Berks, PA) - Attached

New L	istings.		0
	►0.0% Aug 2023: 0	from Se	.0% p 2022:
YTD	2023 0	2022 0	+/- %
5-year	Sep average	e: 0	

New F	Pendings		0	C
	► 0.0% Aug 2023:	from Se	.0% p 2022:	
	0	0)	_
YTD	2023 0	2022 0	+/- %	Y
5-year	Sep average	e: O		5

Closed Sales () <₽>0.0% �₽0.0% from Aug 2023: from Sep 2022: 0 0 /TD 2023 2022 +/-0 0 % 5-year Sep average: 0

Media Sold I			\$0
	▶0.0% Aug 2023: \$0		0.0% ep 2022: 0
YTD	2023 \$0	2022 \$0	+/- %
5-year	Sep average	e: \$0	

Summary

In Upper Perkiomen (Berks, PA), the median sold price for Attached properties for September was \$0, representing no change compared to last month and no change from Sep 2022. The average days on market for units sold in September was 0 days, the same as the 5-year September average of 0 days. There was no month over month change in new contract activity with 0 New Pendings; no MoM change in All Pendings (new contracts + contracts carried over from August) with 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 August and no change from September 2022. The Contract Ratio is the same as the 5-year September 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 seller's favor.

ve Listings	0	Avg DOM		0	Avg Sold t OLP Ratio		0.0%
		0			0.0%		
5-year Sep average	Max 0	OMin 0 5-	year Sep avera	Max 0 age	0.0% 0.0% 5-	year Sep aver	Ma 0.09 age
5-year Sep average	0	0	year Sep avera	0	0.0% 0.0% 5-	year Sep aver	age

