



County

Mercer County

Quarterly Update

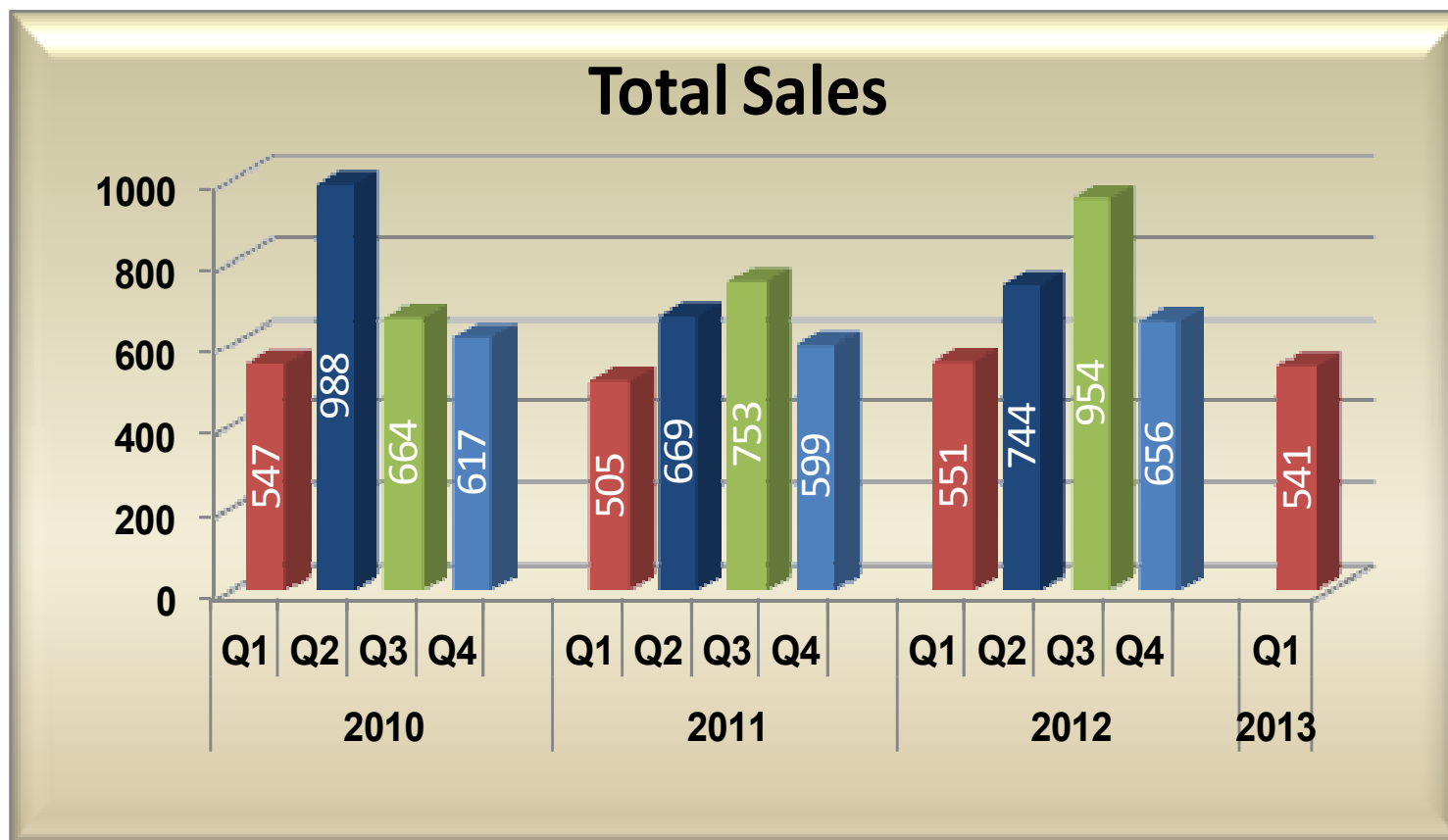
First Quarter 2013 Report



Market Update

■ Total Quarterly Sales

- Q1 2013 vs. Q4 2012: -17.5%
- Q1 2013 vs. Q1 2012: -1.8%

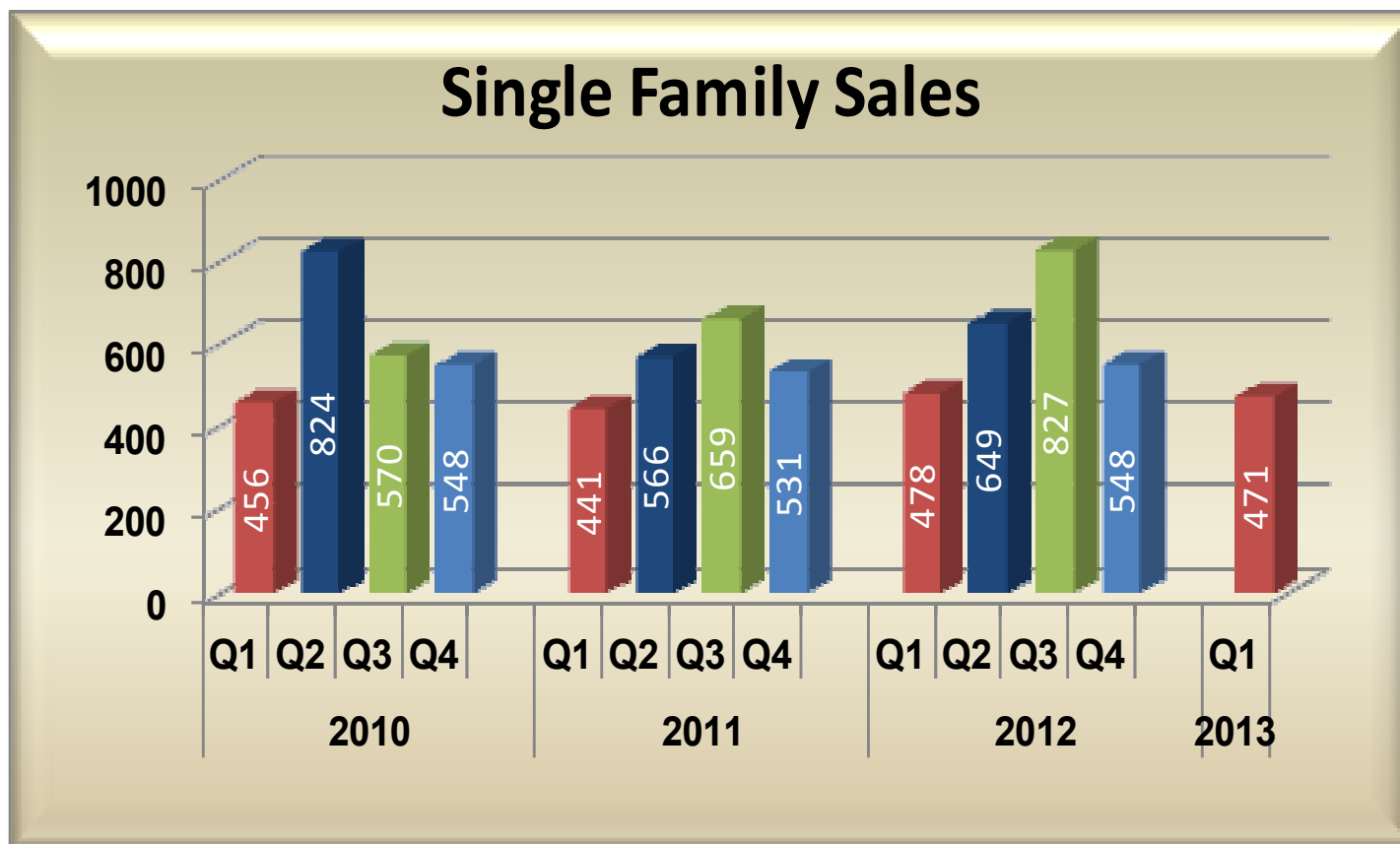




Market Update

■ Single Family Quarterly Sales

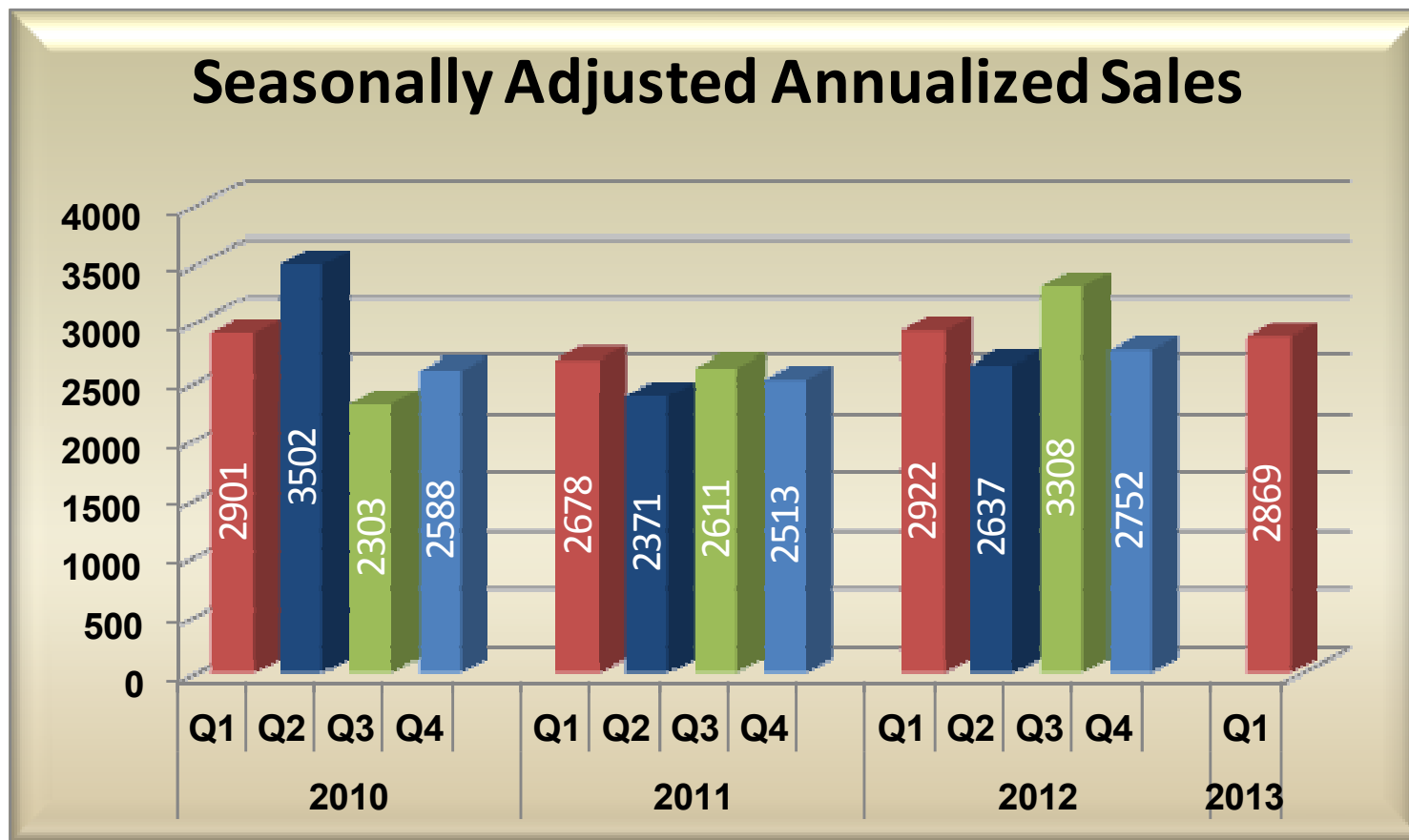
- Q1 2013 vs. Q4 2012: -14.1%
- Q1 2013 vs. Q1 2012: -1.5%





Market Update

- Seasonally Adjusted Annualized Sales
 - Q1 2013 vs. Q4 2012: +4.2%
 - Q1 2013 vs. Q1 2012: -1.8%





Market Update

- Townships with the highest number of sales this quarter

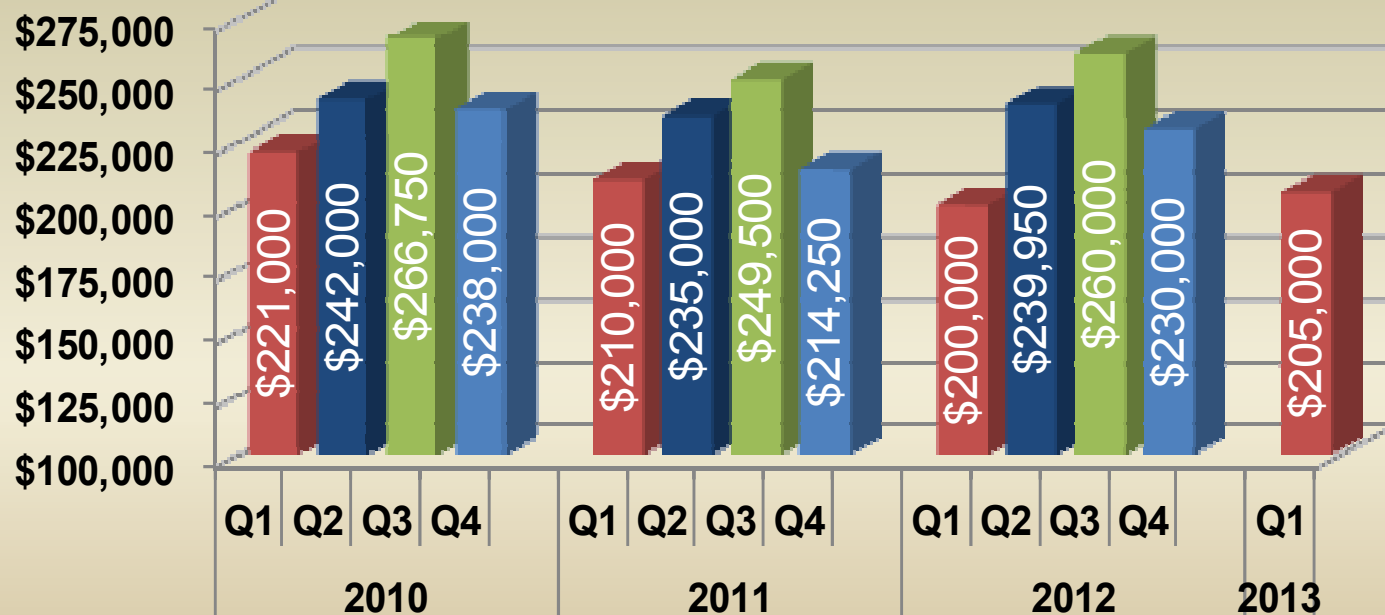
Sales	Current Quarter	Previous Quarter	1 Year Ago
Hamilton Twp	142	172	141
Trenton City	88	76	104
Lawrence Twp	55	62	31
Ewing Twp	55	64	62
West Windsor Twp	48	64	44
East Windsor Twp	44	60	40
Robbinsville Twp	25	43	26



Market Update

- Median Sold Price
 - Q1 2013 vs. Q4 2012: -10.9%
 - Q1 2013 vs. Q1 2012: +2.5%

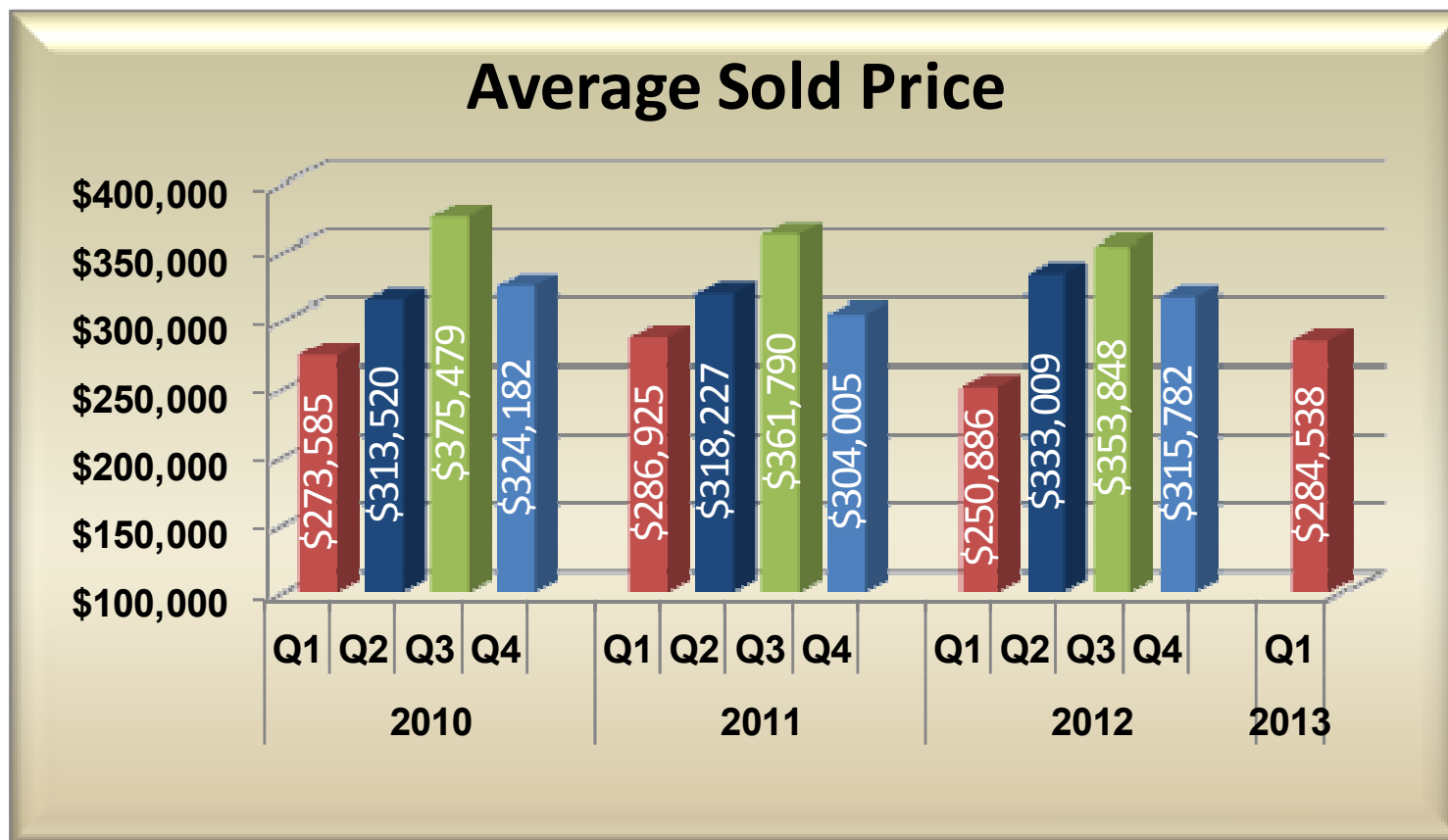
Median Sold Prices





Market Update

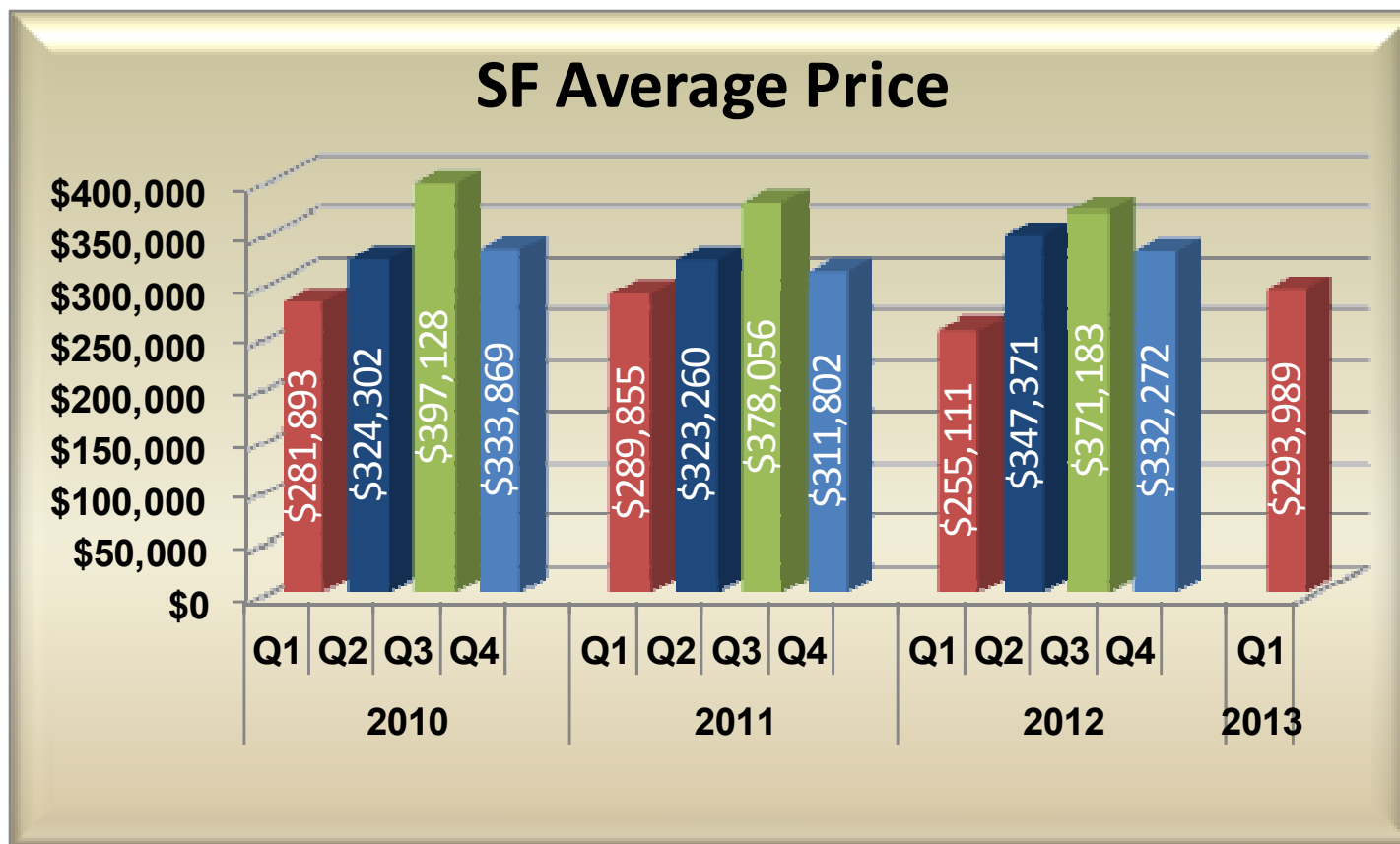
- **Average Sold Price**
 - Q1 2013 vs. Q4 2012: -9.9%
 - Q1 2013 vs. Q1 2012: +13.4%





Market Update

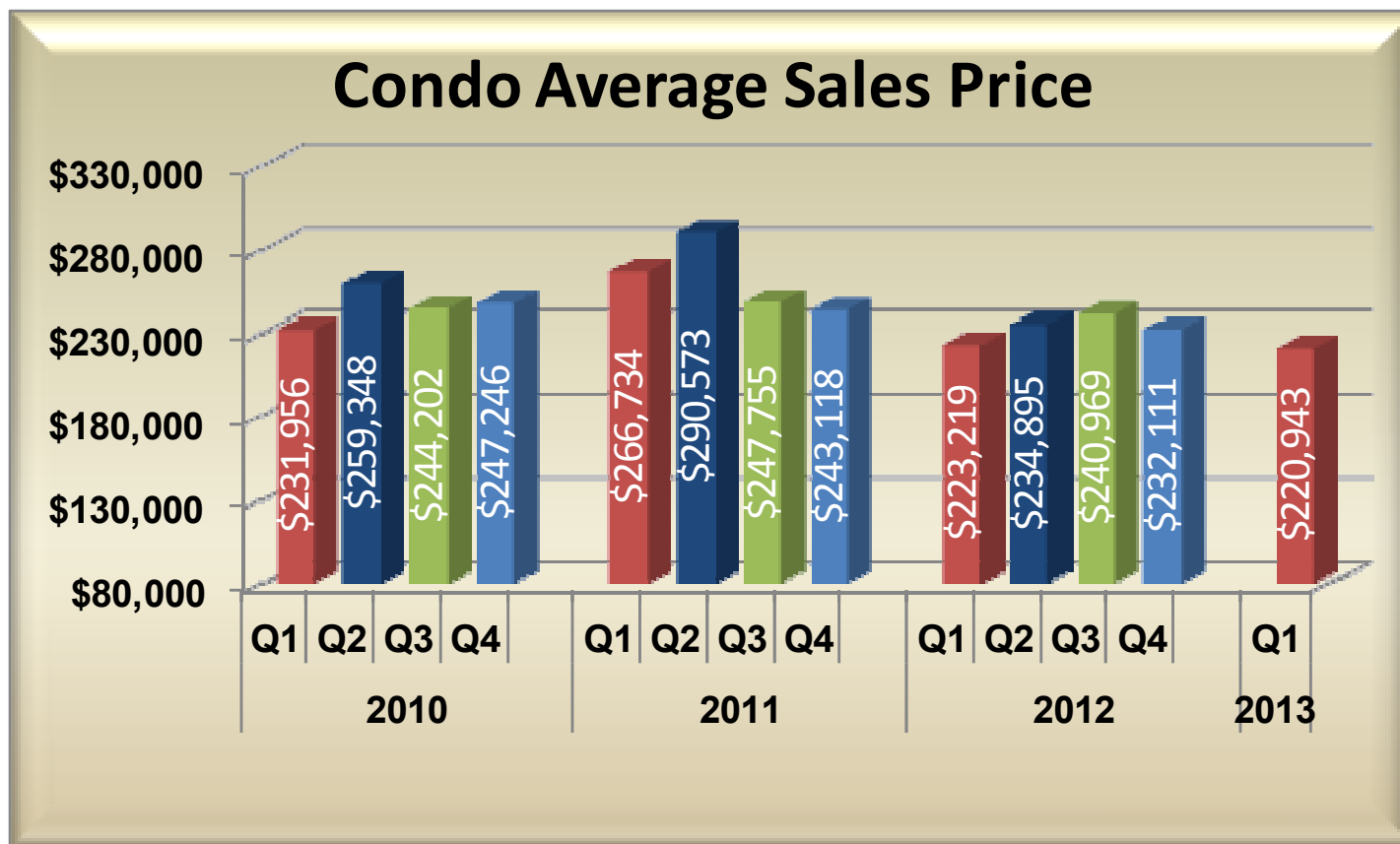
- Average Sold Price for Single Family
 - Q1 2013 vs. Q4 2012: -11.5%
 - Q1 2013 vs. Q1 2012: +15.2%





Market Update

- Average Sold Price for Condos
 - Q1 2013 vs. Q4 2012: -4.8%
 - Q1 2013 vs. Q1 2012: -1.0%





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
Hopewell Twp	\$ 446,510	\$ 447,334	\$ 442,613
West Windsor Twp	\$ 444,783	\$ 492,128	\$ 445,420
Robbinsville Twp	\$ 359,488	\$ 362,856	\$ 321,870
Lawrence Twp	\$ 303,996	\$ 301,806	\$ 355,048
East Windsor Twp	\$ 223,200	\$ 252,037	\$ 220,935
Hightstown Boro	\$ 194,608	\$ 198,857	\$ 270,600
Hamilton Twp	\$ 194,485	\$ 198,780	\$ 199,756



Market Update

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

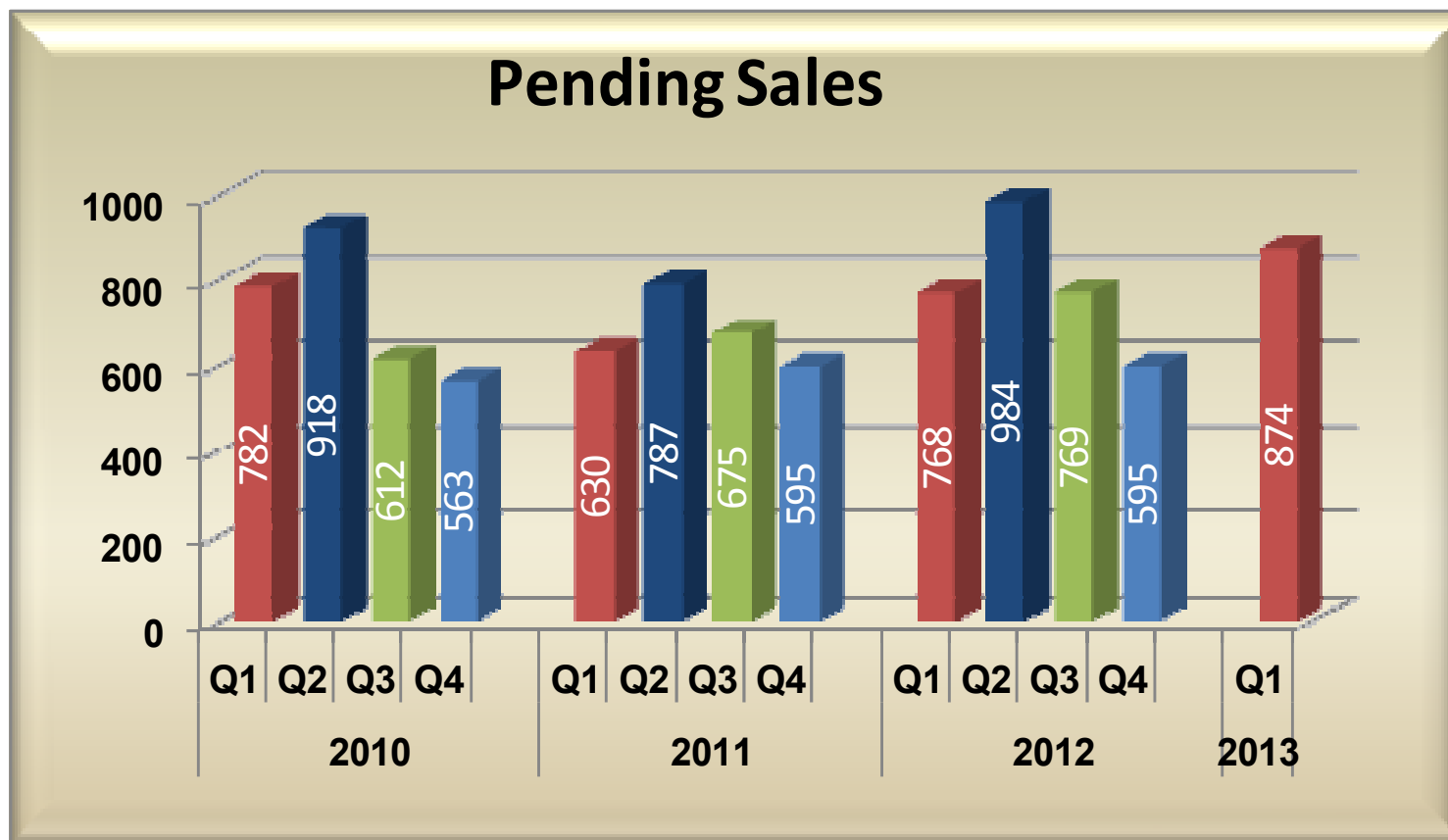
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	\$ 42,502	\$ 63,030	\$ 48,444
Ewing Twp	\$ 162,736	\$ 153,545	\$ 162,502
Hamilton Twp	\$ 194,485	\$ 198,780	\$ 199,756
Hightstown Boro	\$ 194,608	\$ 198,857	\$ 270,600
East Windsor Twp	\$ 223,200	\$ 252,037	\$ 220,935
Lawrence Twp	\$ 303,996	\$ 301,806	\$ 355,048
Robbinsville Twp	\$ 359,488	\$ 362,856	\$ 321,870



Market Update

■ Pending Sales

- Q1 2013 vs. Q4 2012: +46.9%
- Q1 2013 vs. Q1 2012: +13.8%

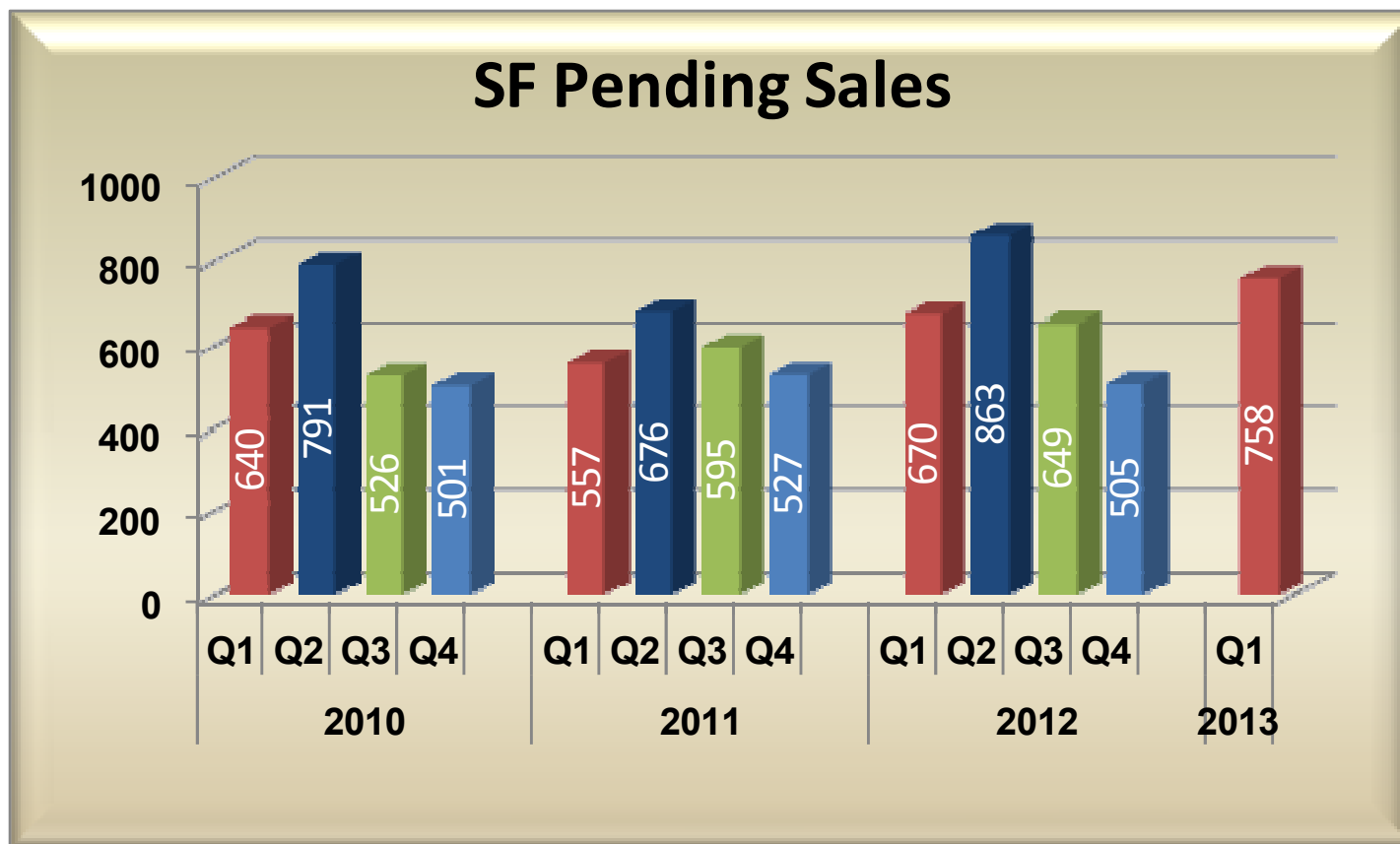




Market Update

■ Single Family Pending Sales

- Q1 2013 vs. Q4 2012: +50.1%
- Q1 2013 vs. Q1 2012: +13.1%

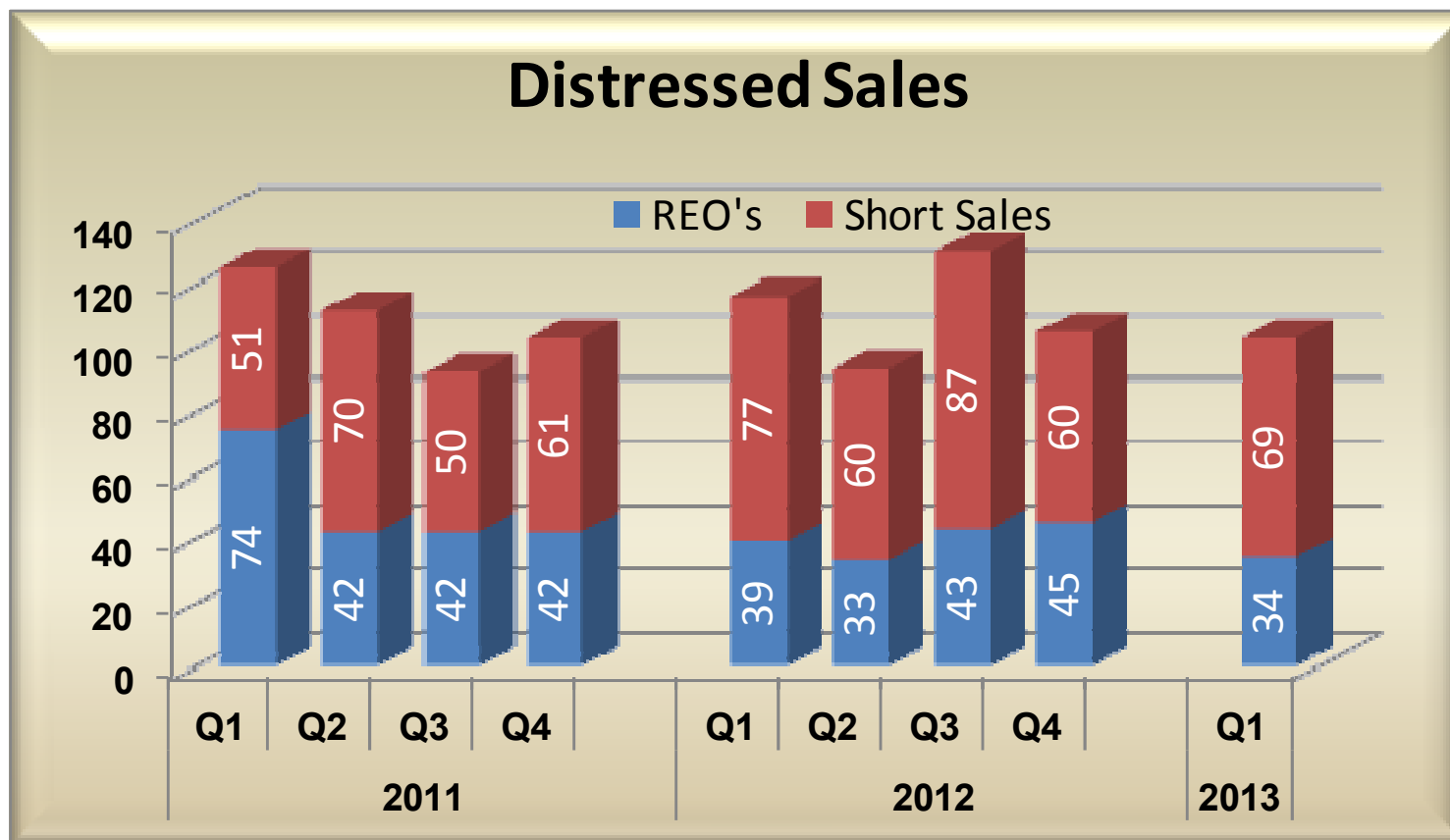




Market Update

Distressed Sales

- Q1 2013 vs. Q4 2012: -1.9%
- Q1 2013 vs. Q1 2012: -11.2%





Market Update

- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	17	12	14
Hamilton Twp	8	15	9
Robbinsville Twp	3	1	0
Ewing Twp	2	8	4
East Windsor Twp	2	4	7
Hopewell Twp	1	1	1
Hightstown Boro	1	1	1



Market Update

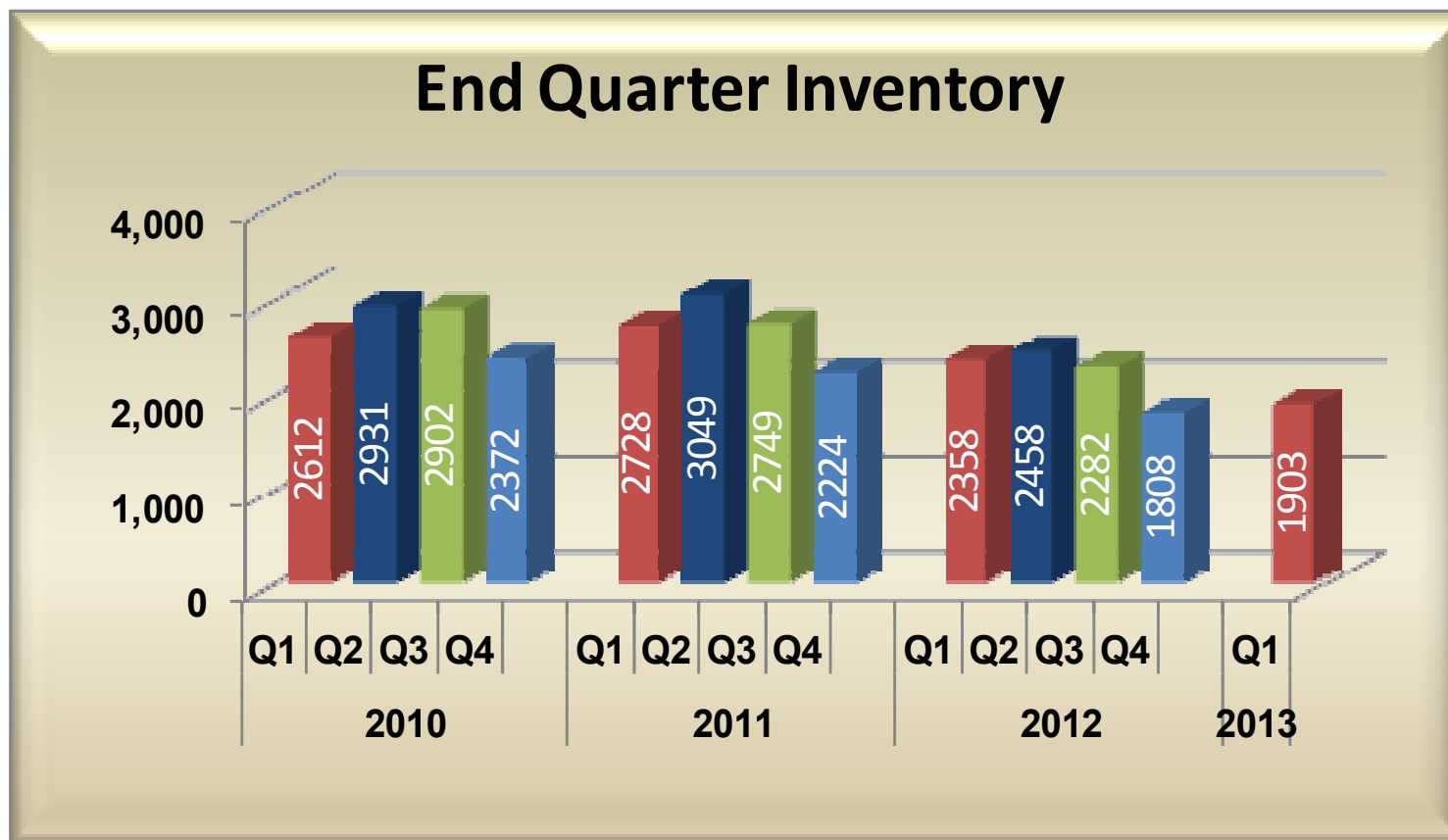
- Highest % of Distressed Sales
 - REO Sales plus Short Sales
 - Minimum of 10 Sales in the quarter

% Distressed (Min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	50.0%	44.7%	52.9%
Hightstown Boro	30.7%	14.3%	10.0%
East Windsor Twp	22.7%	10.0%	22.5%
Ewing Twp	18.1%	21.9%	17.7%
Hamilton Twp	16.1%	20.9%	19.1%
Robbinsville Twp	16.0%	7.0%	19.2%
Hopewell Twp	12.0%	4.1%	8.6%



Market Update

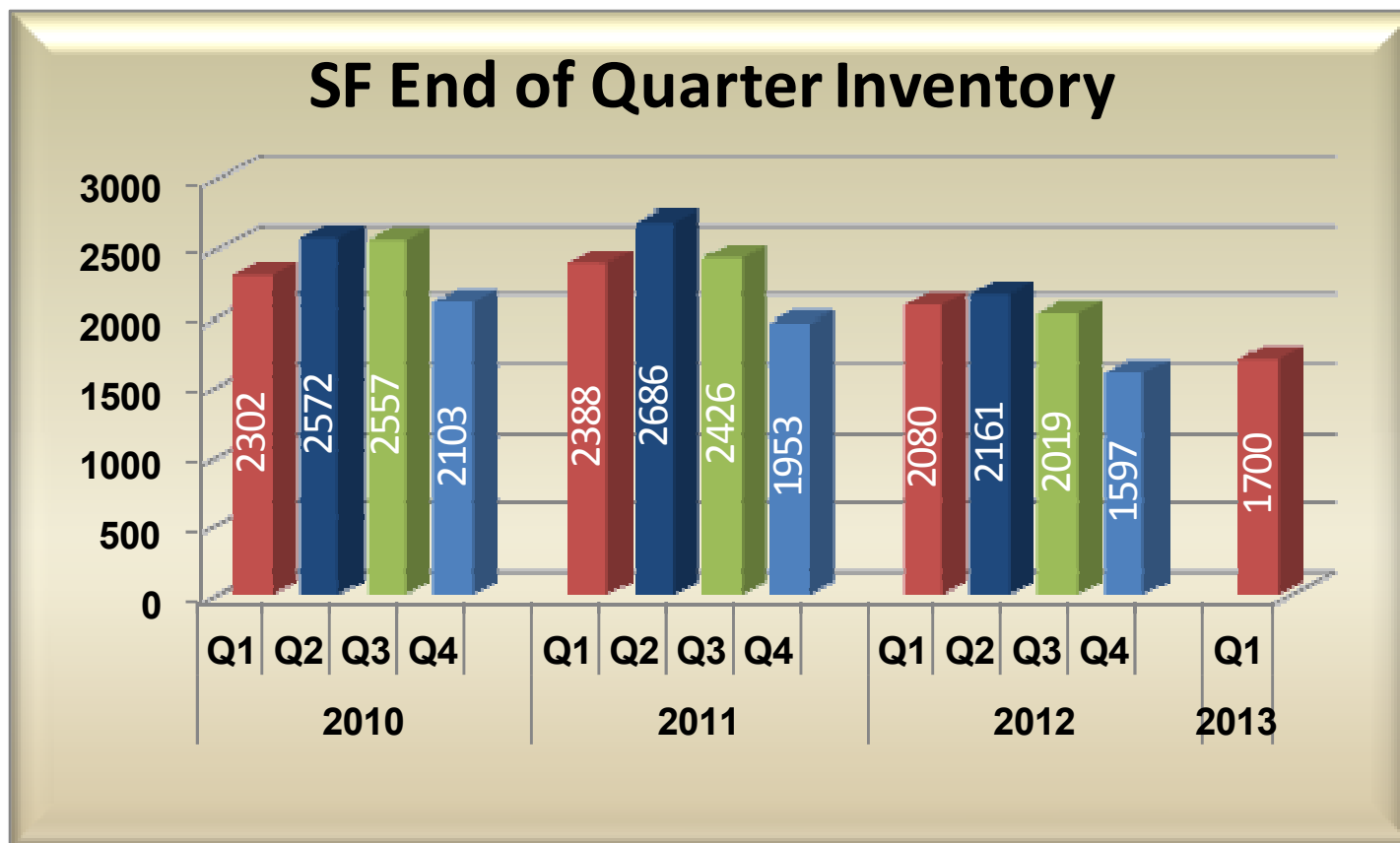
- End of Quarter Inventory
 - Q1 2013 vs. Q4 2012: +5.3%
 - Q1 2013 vs. Q1 2012: -19.3%





Market Update

- Single Family End of Quarter Inventory
 - Q1 2013 vs. Q4 2012: +6.4%
 - Q1 2013 vs. Q1 2012: -18.3%





Market Update

■ Condo End of Quarter Inventory

- Q1 2013 vs. Q4 2012: -3.8%
- Q1 2013 vs. Q1 2012: -27.0%

