



County

Mercer County

Quarterly Update

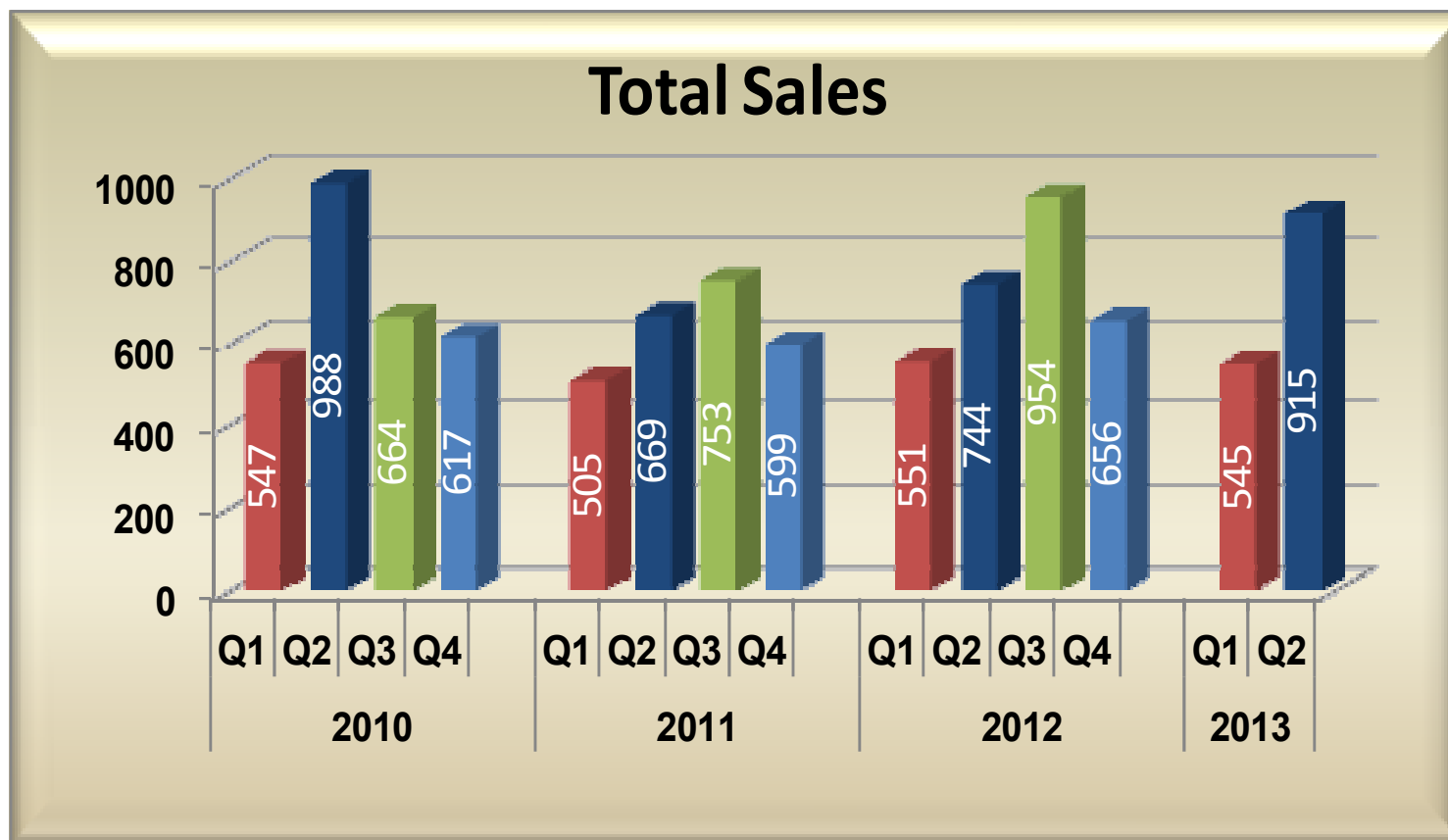
Second Quarter 2013 Report



Market Update

■ Total Quarterly Sales

- Q2 2013 vs. Q1 2013: +67.9%
- Q2 2013 vs. Q2 2012: +23.0%

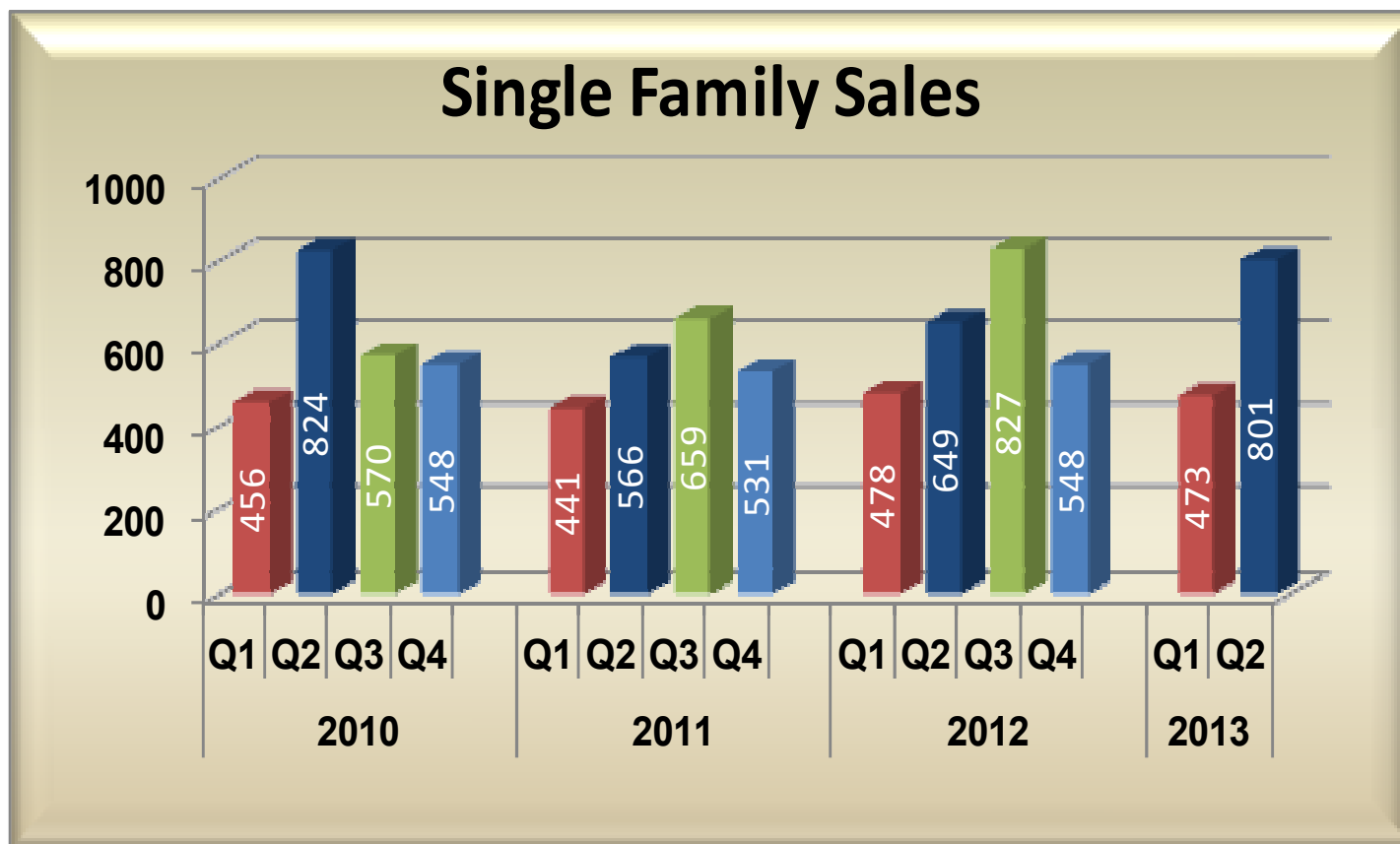




Market Update

■ Single Family Quarterly Sales

- Q2 2013 vs. Q1 2013: +69.3%
- Q2 2013 vs. Q2 2012: +23.4%

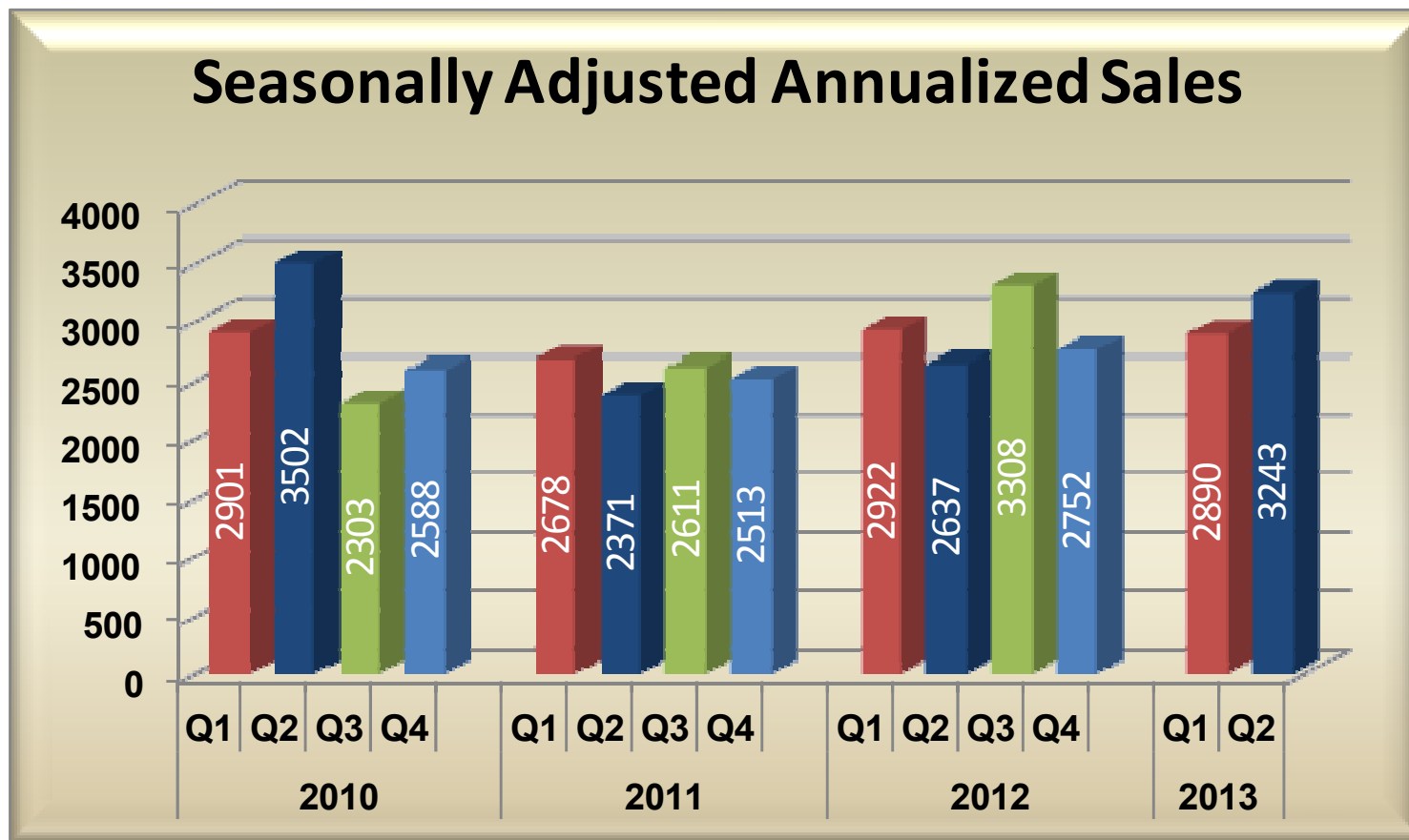




Market Update

■ Seasonally Adjusted Annualized Sales

- Q2 2013 vs. Q1 2013: +12.2%
- Q2 2013 vs. Q2 2012: +23.0%





Market Update

- Townships with the highest number of sales this quarter

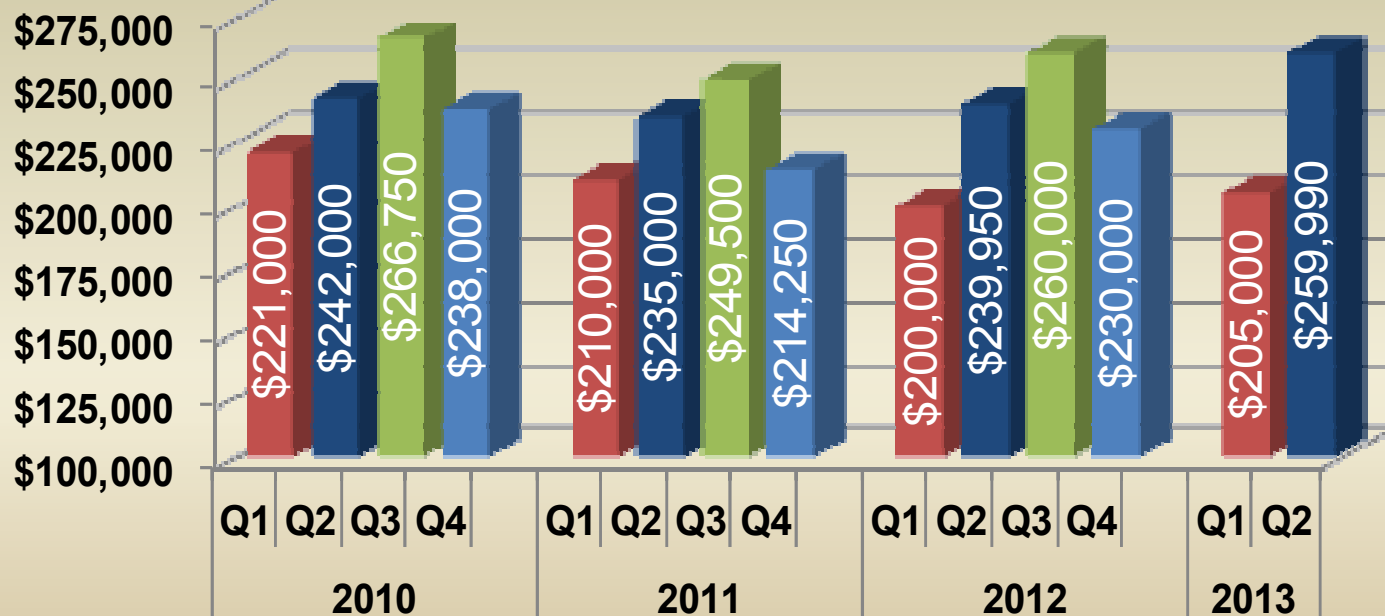
Sales	Current Quarter	Previous Quarter	1 Year Ago
Hamilton Twp	244	142	203
West Windsor Twp	107	48	81
Ewing Twp	95	55	55
Lawrence Twp	80	55	69
Trenton City	73	88	79
East Windsor Twp	69	44	59
Robbinsville Twp	61	25	46



Market Update

- Median Sold Price
 - Q2 2013 vs. Q1 2013: +26.8%
 - Q2 2013 vs. Q2 2012: +8.4%

Median Sold Prices





Market Update

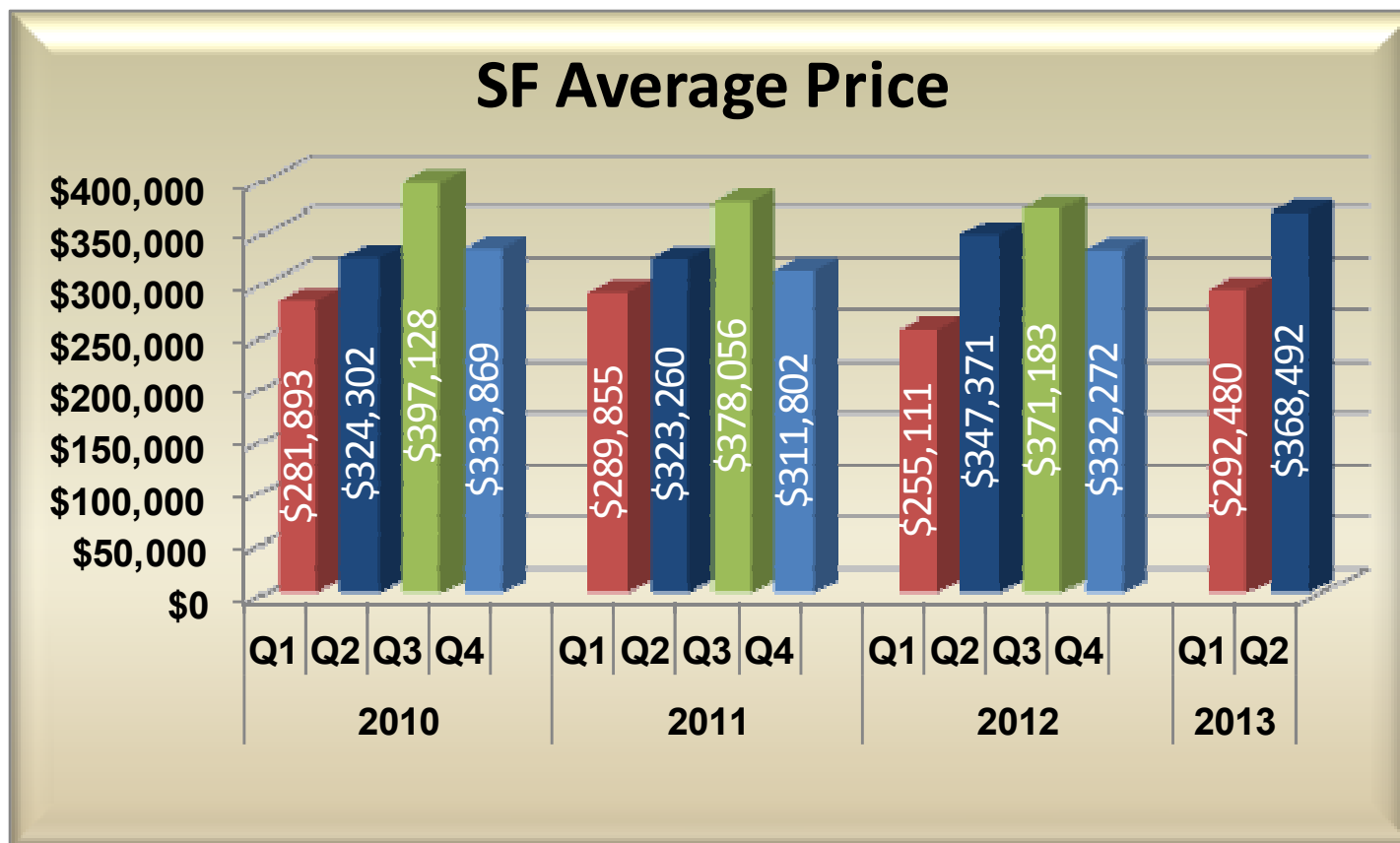
- Average Sold Price
 - Q2 2013 vs. Q1 2013: +25.5%
 - Q2 2013 vs. Q2 2012: +6.6%





Market Update

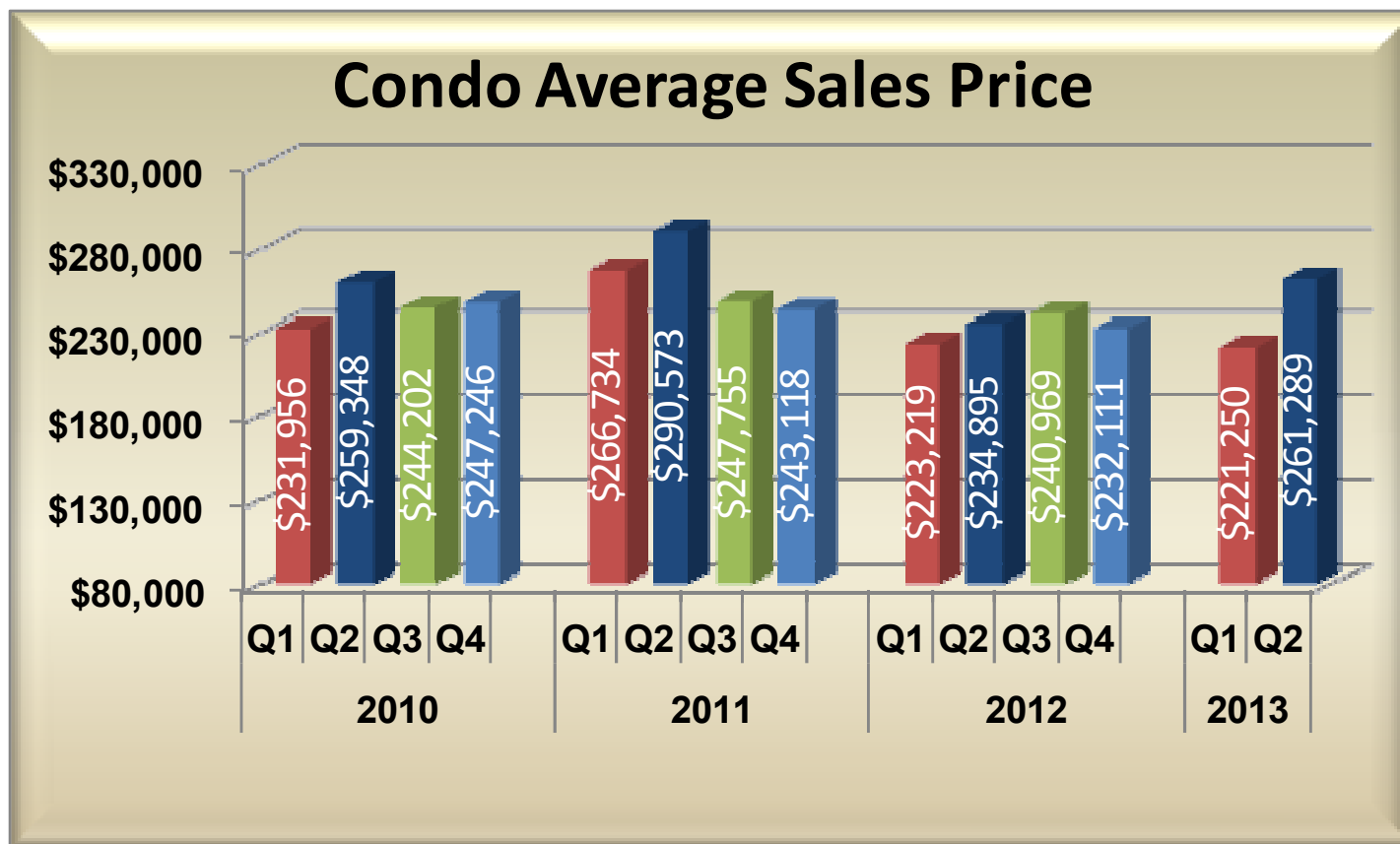
- Average Sold Price for Single Family
 - Q2 2013 vs. Q1 2013: +26.0%
 - Q2 2013 vs. Q2 2012: +6.1%





Market Update

- Average Sold Price for Condos
 - Q2 2013 vs. Q1 2013: +18.1%
 - Q2 2013 vs. Q2 2012: +11.2%





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
West Windsor Twp	\$ 546,764	\$ 444,783	\$ 509,500
Pennington Boro	\$ 542,700	\$ 225,000	\$ 456,844
Hopewell Twp	\$ 401,372	\$ 446,510	\$ 412,907
Hopewell Boro	\$ 389,850	\$ 431,000	\$ 292,375
Robbinsville Twp	\$ 349,560	\$ 359,488	\$ 381,027
Lawrence Twp	\$ 325,192	\$ 303,996	\$ 354,830
East Windsor Twp	\$ 256,476	\$ 223,200	\$ 252,086



Market Update

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

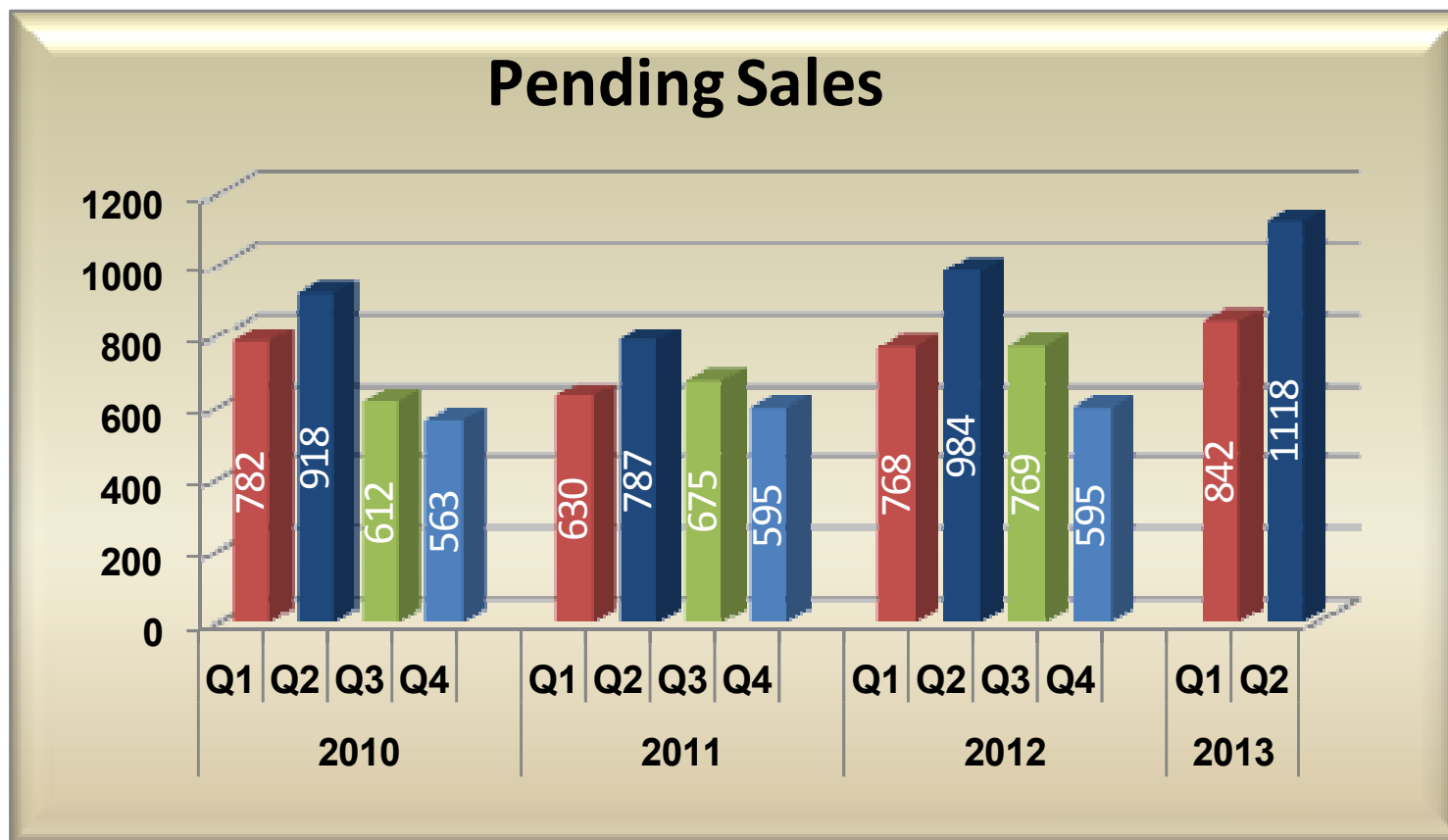
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	\$ 49,753	\$ 42,502	\$ 53,927
Hightstown Boro	\$ 174,727	\$ 194,608	\$ 189,744
Ewing Twp	\$ 180,267	\$ 162,736	\$ 163,837
Hamilton Twp	\$ 208,324	\$ 194,485	\$ 207,233
East Windsor Twp	\$ 256,476	\$ 223,200	\$ 252,086
Lawrence Twp	\$ 325,192	\$ 303,996	\$ 354,830
Robbinsville Twp	\$ 349,560	\$ 359,488	\$ 381,027



Market Update

■ Pending Sales

- Q2 2013 vs. Q1 2013: +32.8%
- Q2 2013 vs. Q2 2012: +13.6%

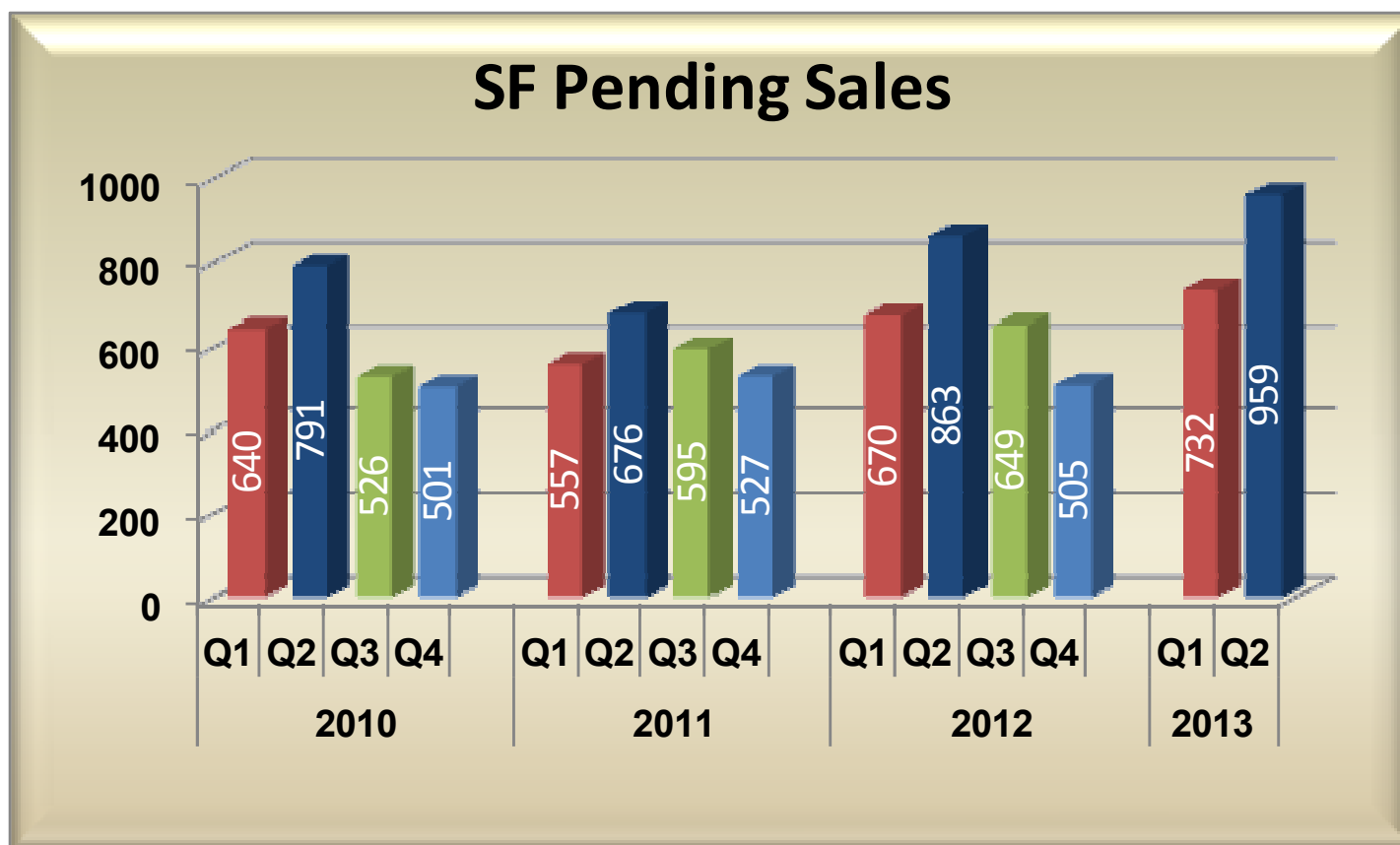




Market Update

■ Single Family Pending Sales

- Q2 2013 vs. Q1 2013: +31.0%
- Q2 2013 vs. Q2 2012: +11.1%

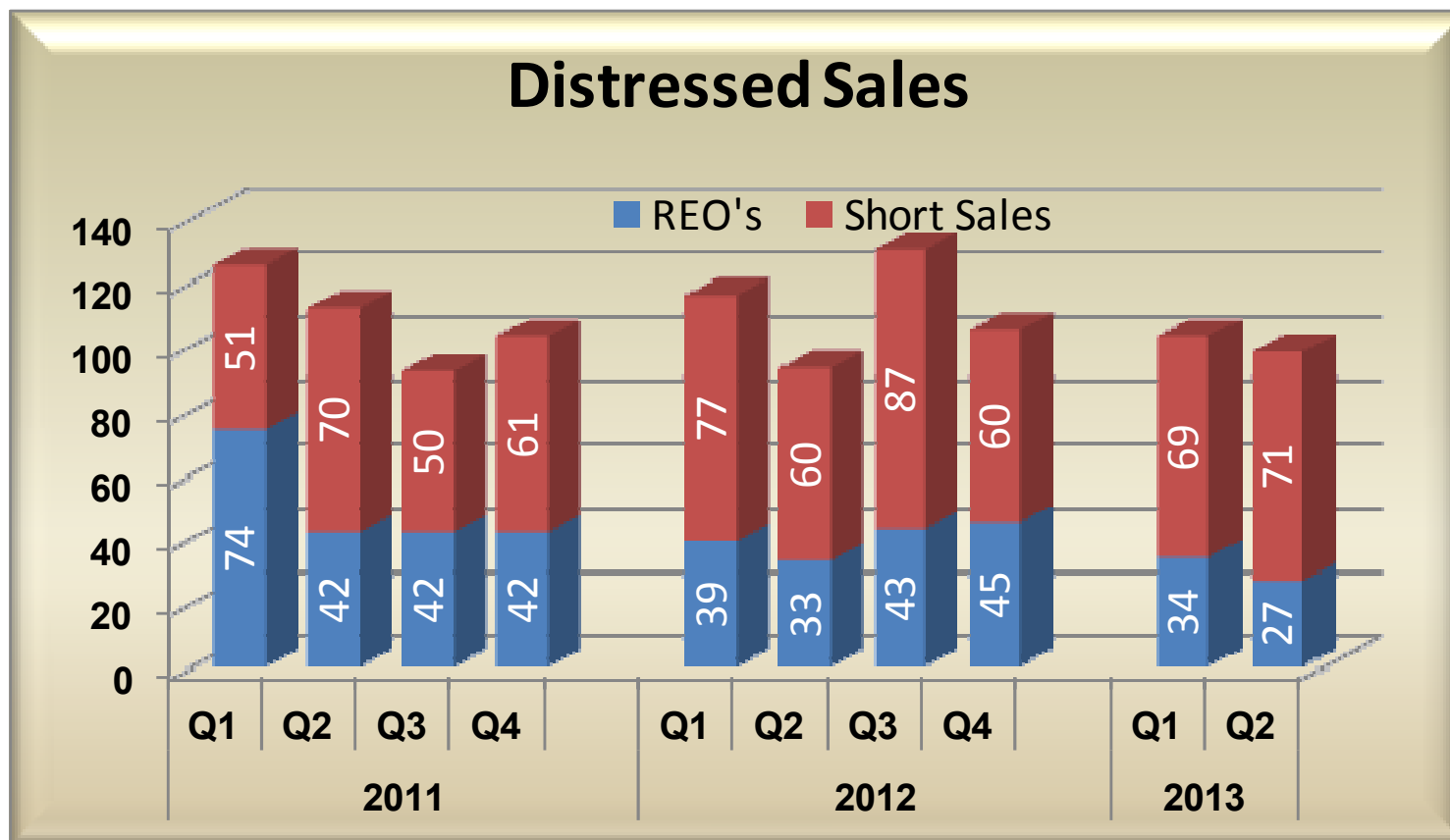




Market Update

Distressed Sales

- Q2 2013 vs. Q1 2013: -4.9%
- Q2 2013 vs. Q2 2012: +5.4%





Market Update

- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
Hamilton Twp	10	8	10
Ewing Twp	6	2	4
Trenton City	5	17	12
West Windsor Twp	2	0	0
Lawrence Twp	1	0	2
Hopewell Twp	1	1	1
Hightstown Boro	1	1	1



Market Update

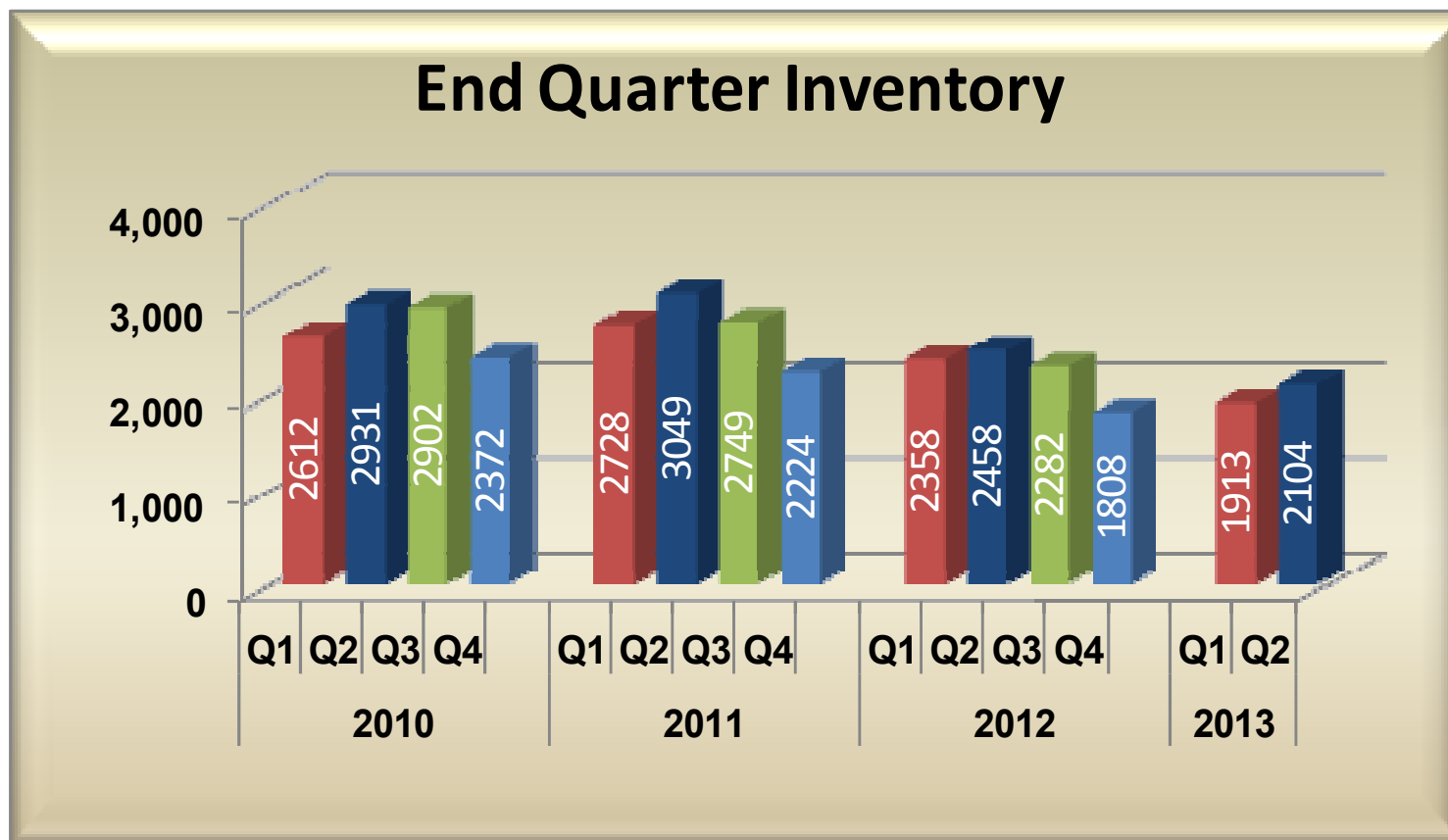
- Highest % of Distressed Sales
 - REO Sales plus Short Sales
 - Minimum of 10 Sales in the quarter

% Distressed (Min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	31.5%	50.0%	50.6%
Ewing Twp	20.0%	18.2%	16.4%
Hightstown Boro	18.1%	30.8%	11.1%
Hamilton Twp	14.3%	16.2%	13.8%
Pennington Boro	8.3%	0.0%	0.0%
Lawrence Twp	7.5%	9.1%	5.8%
Hopewell Twp	6.8%	12.0%	2.3%



Market Update

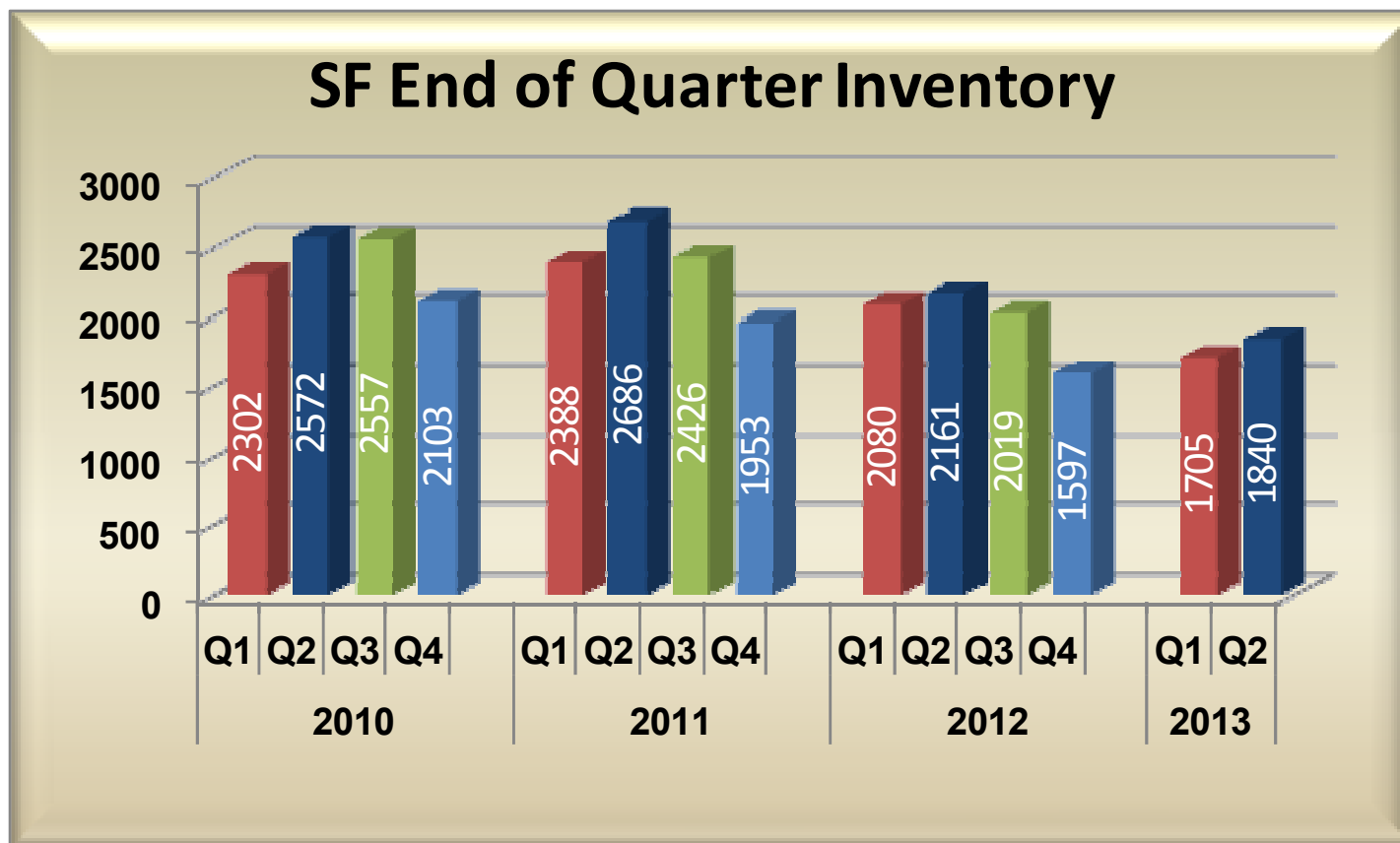
- End of Quarter Inventory
 - Q2 2013 vs. Q1 2013: +10.0%
 - Q2 2013 vs. Q2 2012: -14.4%





Market Update

- Single Family End of Quarter Inventory
 - Q2 2013 vs. Q1 2013: +7.9%
 - Q2 2013 vs. Q2 2012: -14.9%





Market Update

■ Condo End of Quarter Inventory

- Q2 2013 vs. Q1 2013: +26.9%
- Q2 2013 vs. Q2 2012: -11.1%

