



County

Mercer County

Quarterly Update

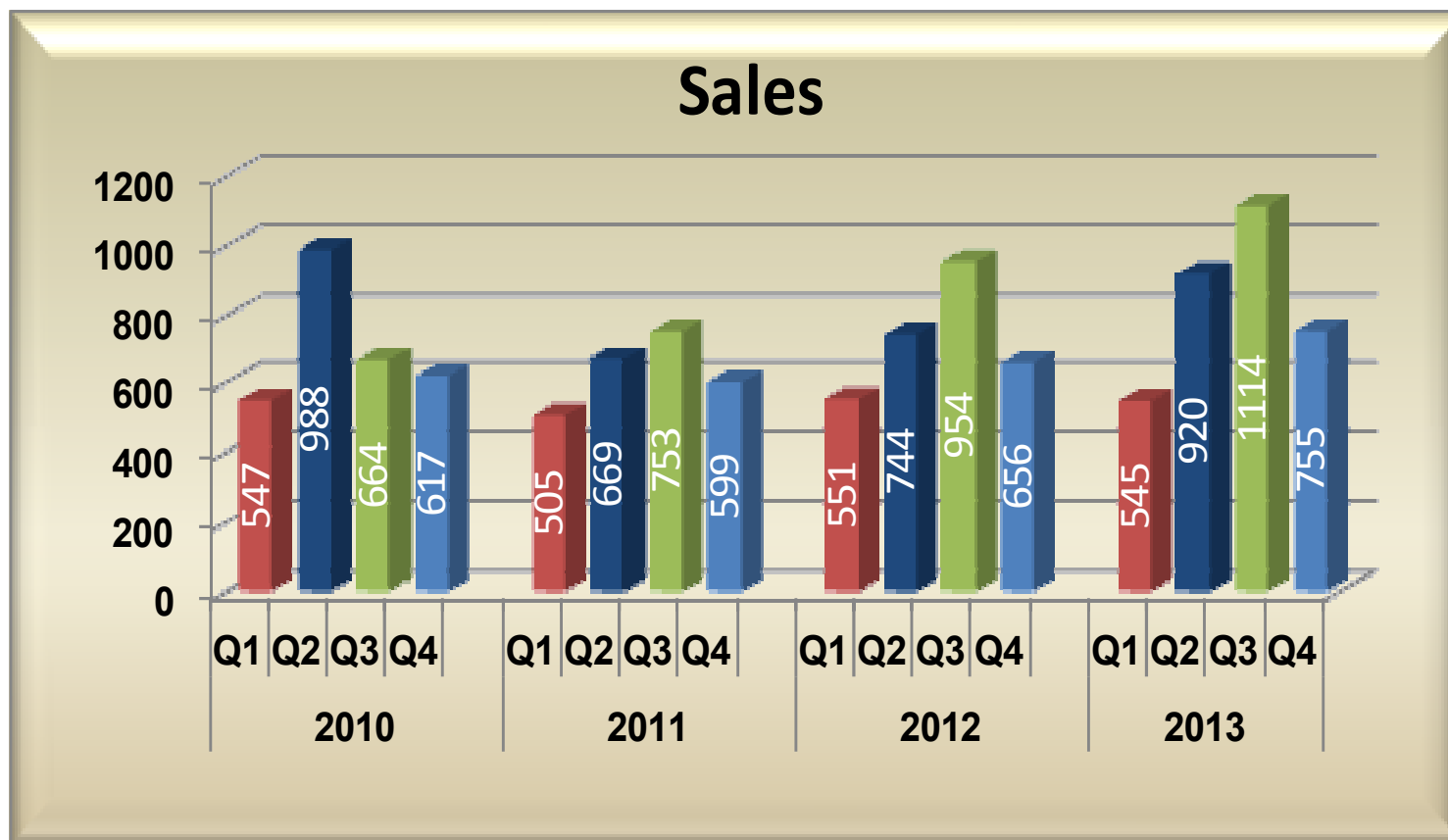
Fourth Quarter 2013 Report



Market Update

■ Total Quarterly Sales

- Q4 2013 vs. Q3 2013: -32.2%
- Q4 2013 vs. Q4 2012: +15.1%

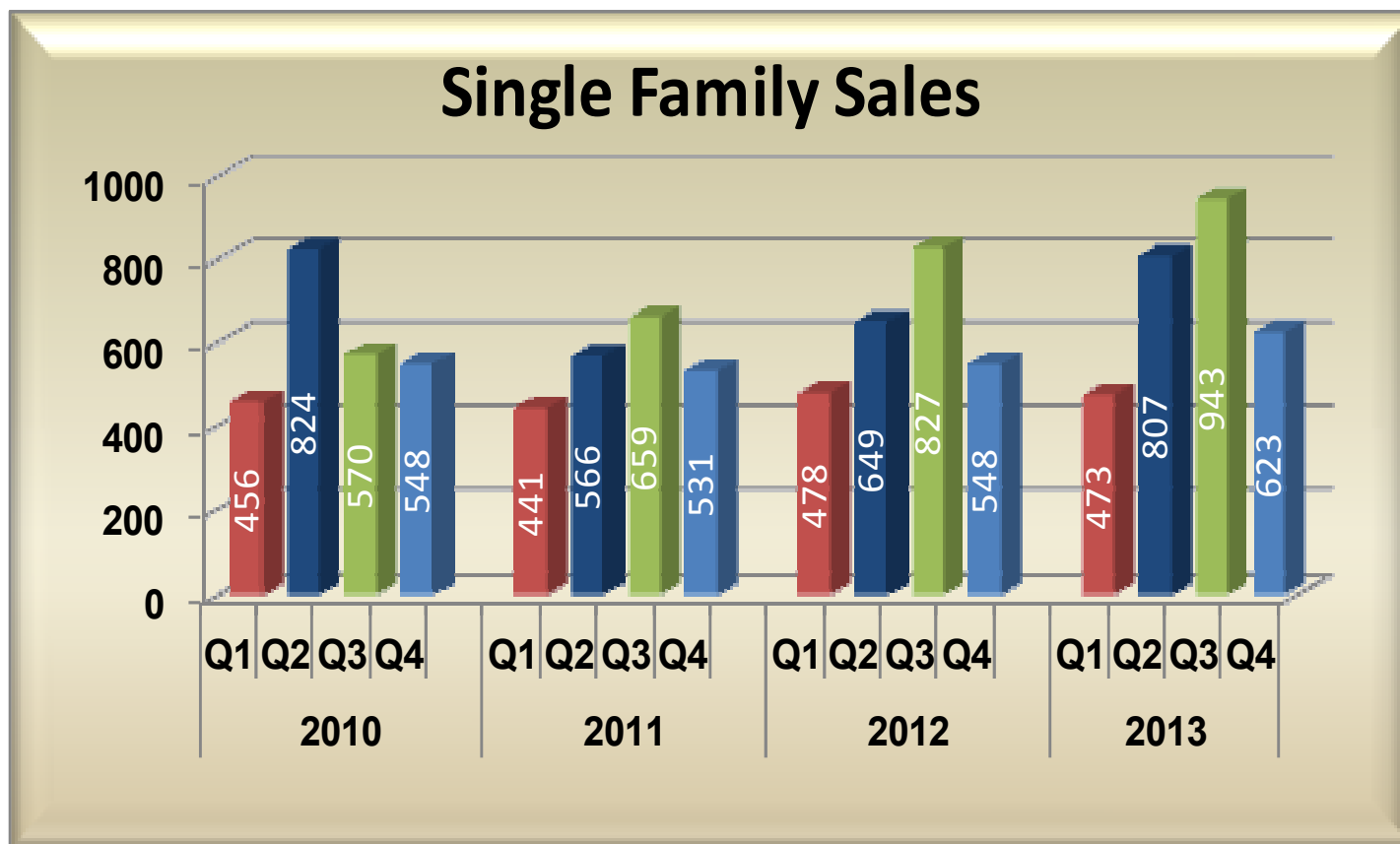




Market Update

■ Single Family Quarterly Sales

- Q4 2013 vs. Q3 2013: -33.9%
- Q4 2013 vs. Q4 2012: +13.7%

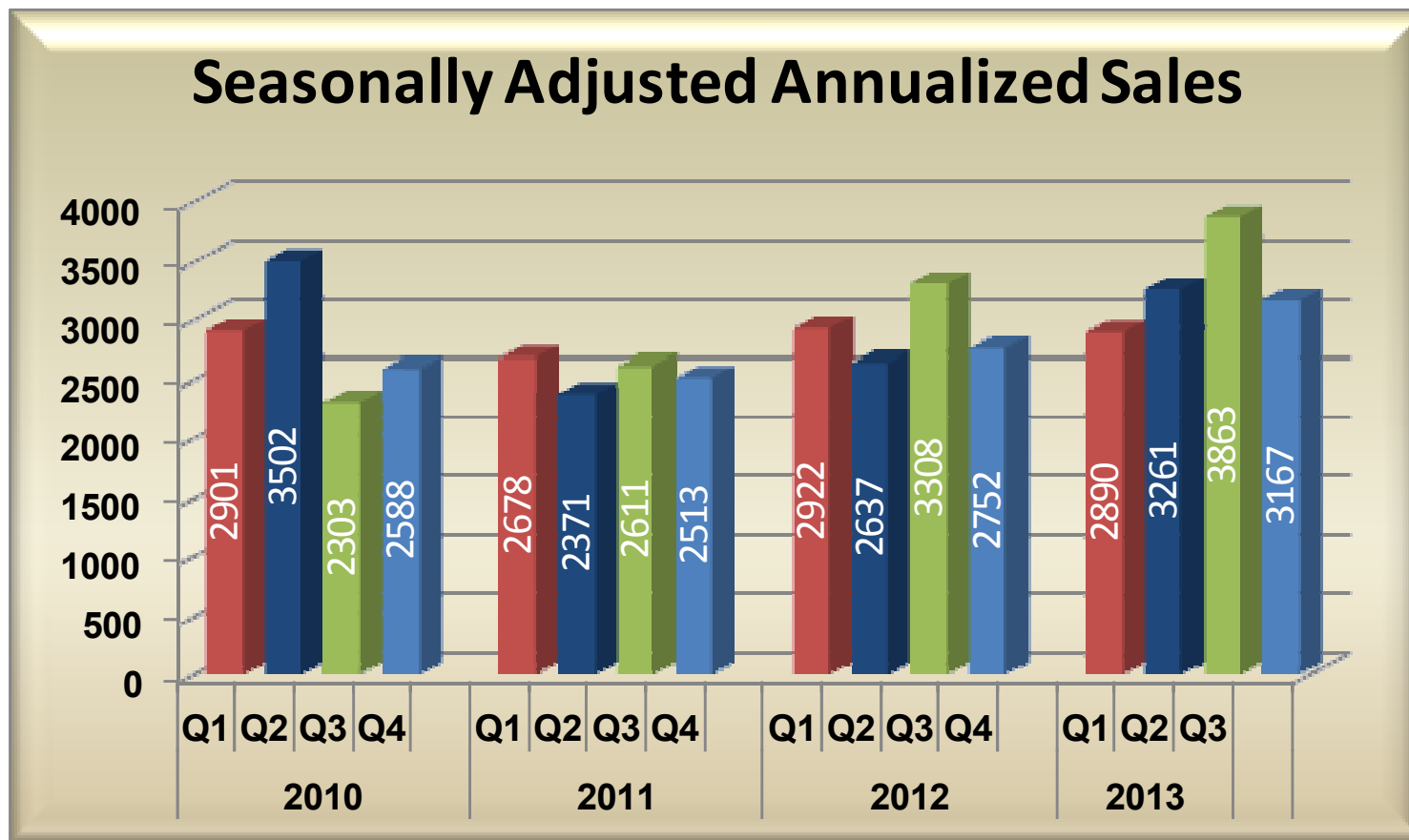




Market Update

Seasonally Adjusted Annualized Sales

- Q4 2013 vs. Q3 2013: -18.0%
- Q4 2013 vs. Q4 2012: +15.1%





Market Update

- Townships with the highest number of sales this quarter

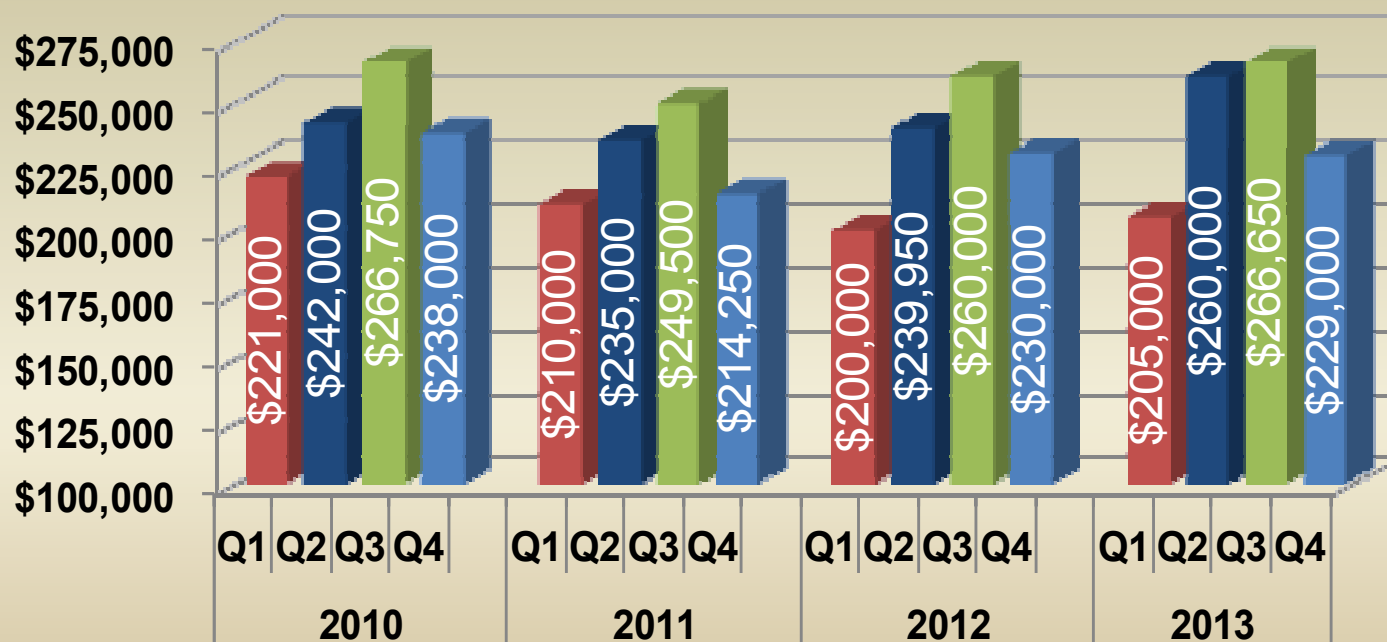
Sales	Current Quarter	Previous Quarter	1 Year Ago
Hamilton Twp	185	265	172
Trenton City	105	105	76
Lawrence Twp	86	101	62
West Windsor Twp	75	130	64
Ewing Twp	72	86	64
Hopewell Twp	57	87	49
East Windsor Twp	54	98	60



Market Update

- Median Sold Price
 - Q4 2013 vs. Q3 2013: -14.1%
 - Q4 2013 vs. Q4 2012: -0.4%

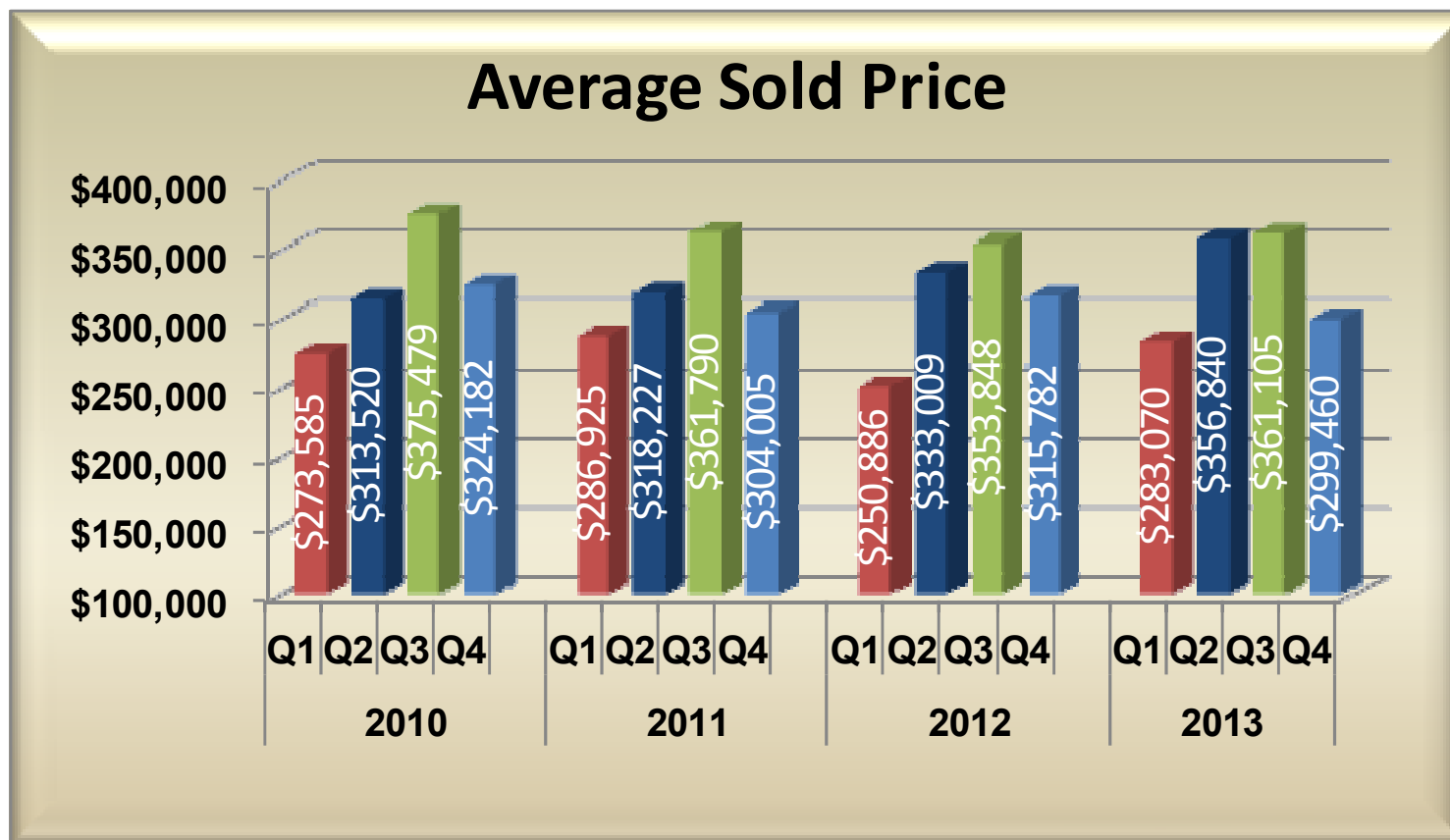
Median Sold Prices





Market Update

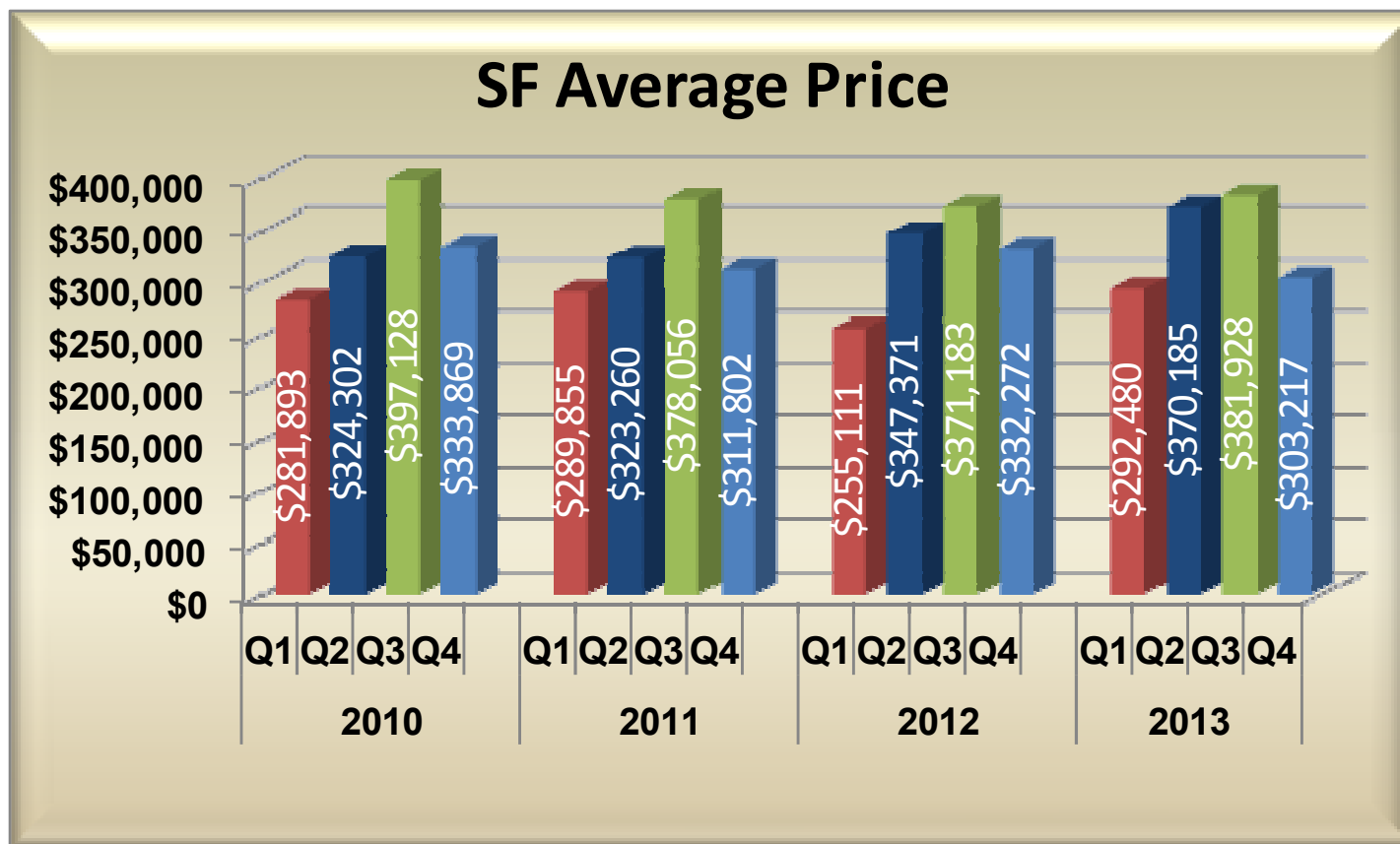
- Average Sold Price
 - Q4 2013 vs. Q3 2013: -17.1%
 - Q4 2013 vs. Q4 2012: -5.2%





Market Update

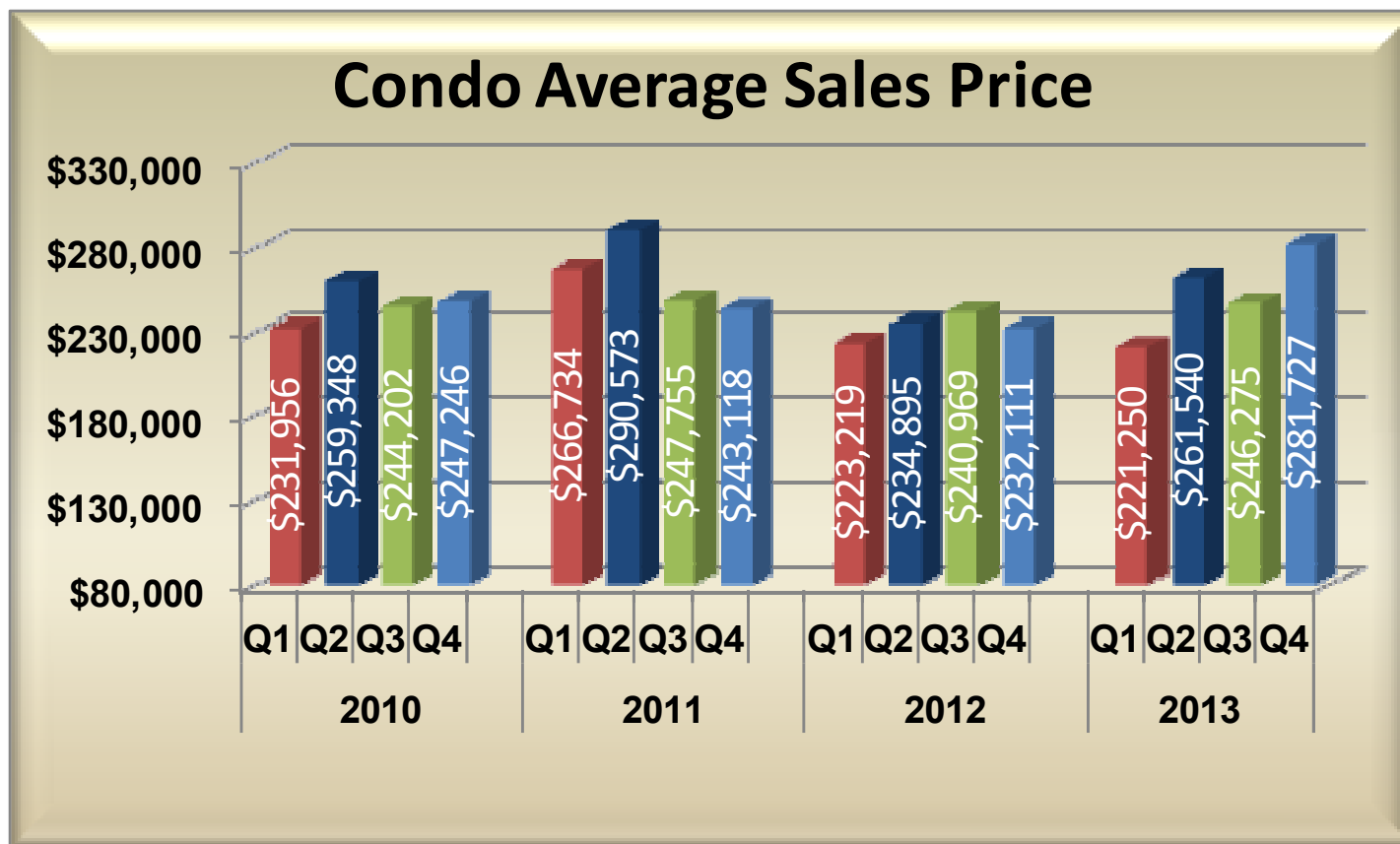
- Average Sold Price for Single Family
 - Q4 2013 vs. Q3 2013: -20.6%
 - Q4 2013 vs. Q4 2012: -8.7%





Market Update

- Average Sold Price for Condos
 - Q4 2013 vs. Q3 2013: +14.4%
 - Q4 2013 vs. Q4 2012: +21.4%





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	\$ 491,824	\$ 570,622	\$ 492,128
Hopewell Twp	\$ 453,828	\$ 496,816	\$ 447,334
Robbinsville Twp	\$ 353,174	\$ 365,260	\$ 362,856
Lawrence Twp	\$ 277,003	\$ 333,633	\$ 301,806
East Windsor Twp	\$ 223,630	\$ 255,698	\$ 252,037
Hamilton Twp	\$ 206,263	\$ 221,072	\$ 198,780
Hightstown Boro	\$ 202,385	#####	\$ 198,857



Market Update

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

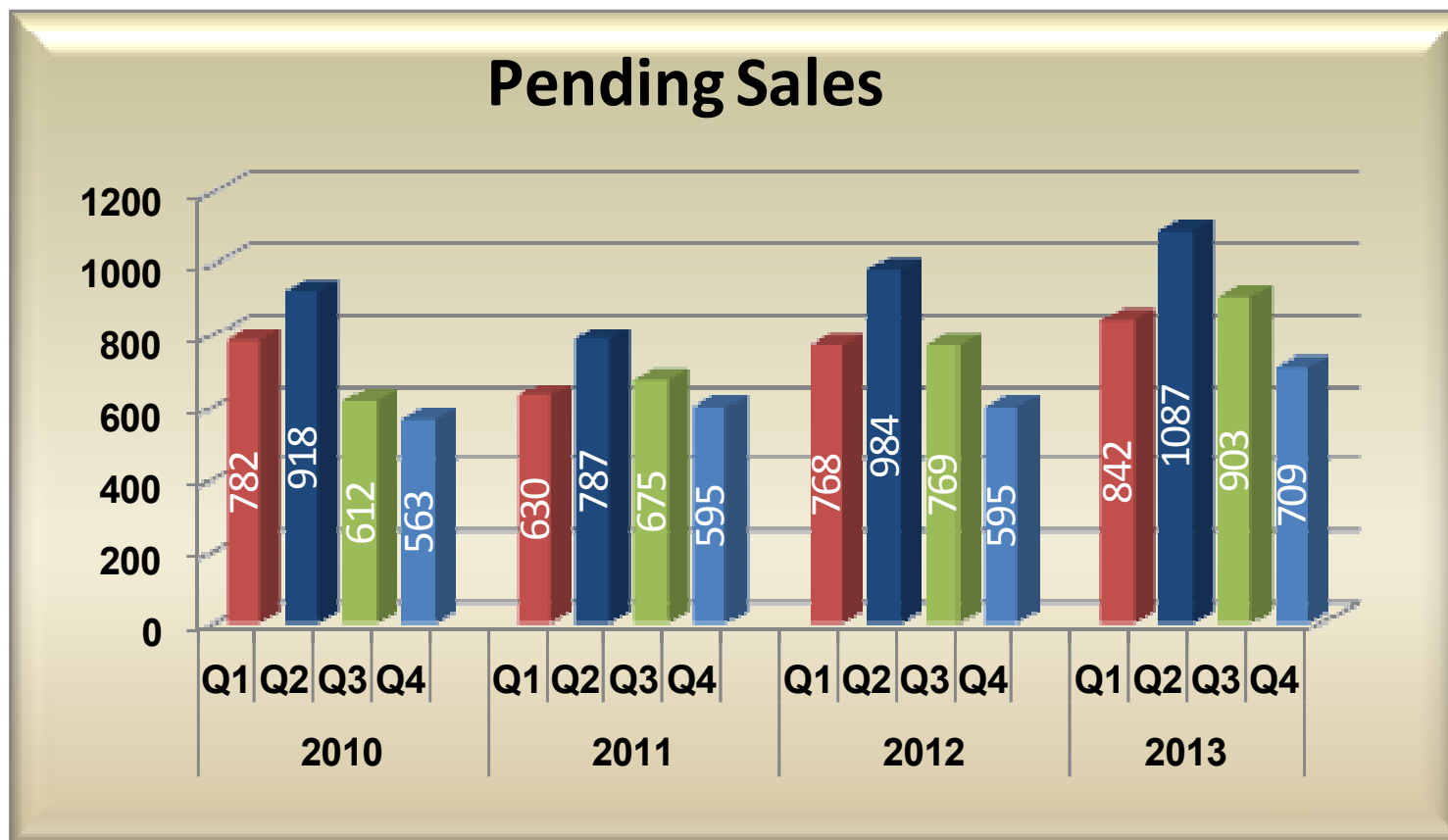
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	\$ 44,778	\$ 52,410	\$ 63,030
Ewing Twp	\$ 166,791	\$ 182,117	\$ 153,545
Hightstown Boro	\$ 202,385	\$ 1,580,537	\$ 198,857
Hamilton Twp	\$ 206,263	\$ 221,072	\$ 198,780
East Windsor Twp	\$ 223,630	\$ 255,698	\$ 252,037
Lawrence Twp	\$ 277,003	\$ 333,633	\$ 301,806
Robbinsville Twp	\$ 353,174	\$ 365,260	\$ 362,856



Market Update

■ Pending Sales

- Q4 2013 vs. Q3 2013: -21.5%
- Q4 2013 vs. Q4 2012: +19.2%

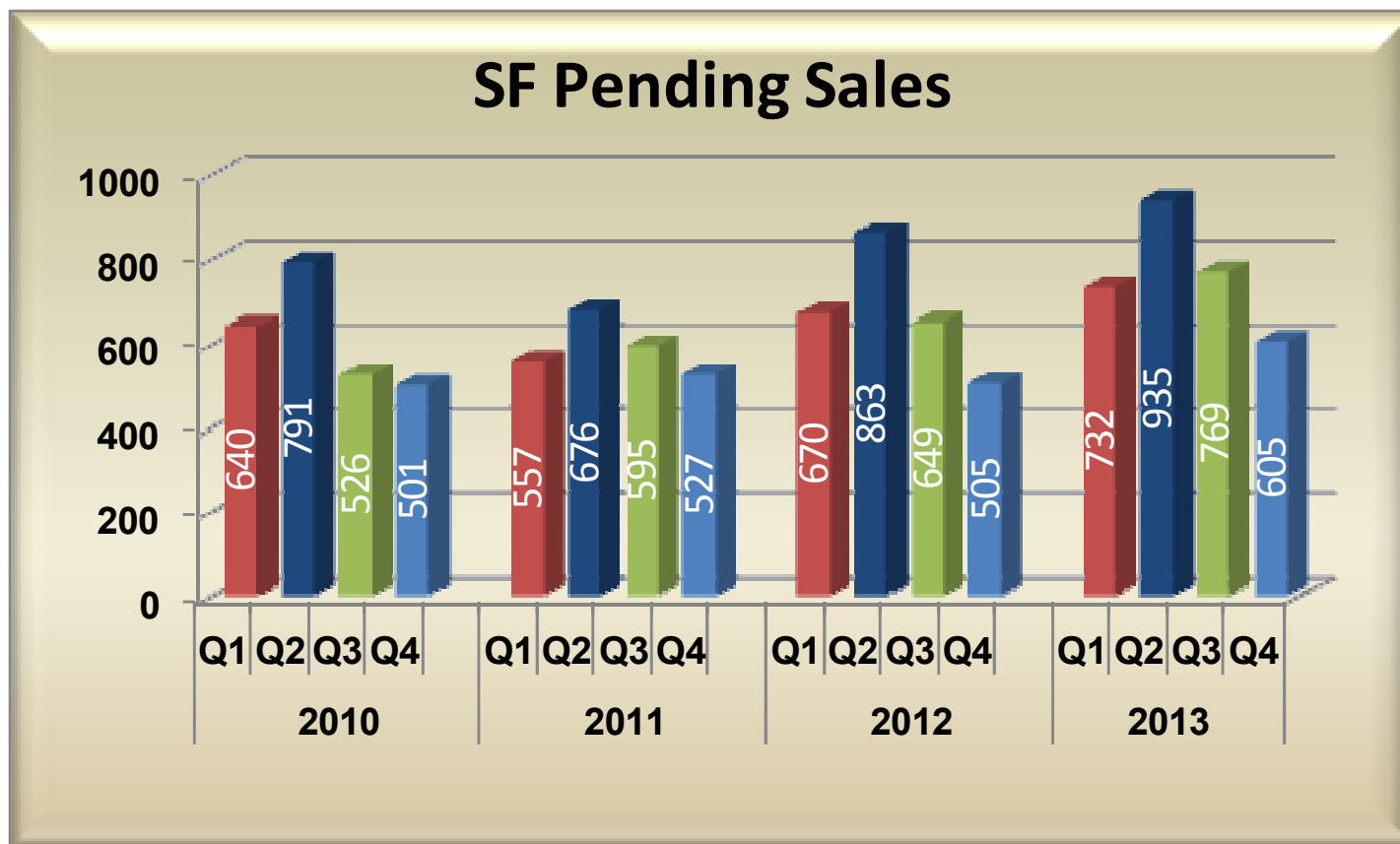




Market Update

■ Single Family Pending Sales

- Q4 2013 vs. Q3 2013: -21.3%
- Q4 2013 vs. Q4 2012: +19.8%



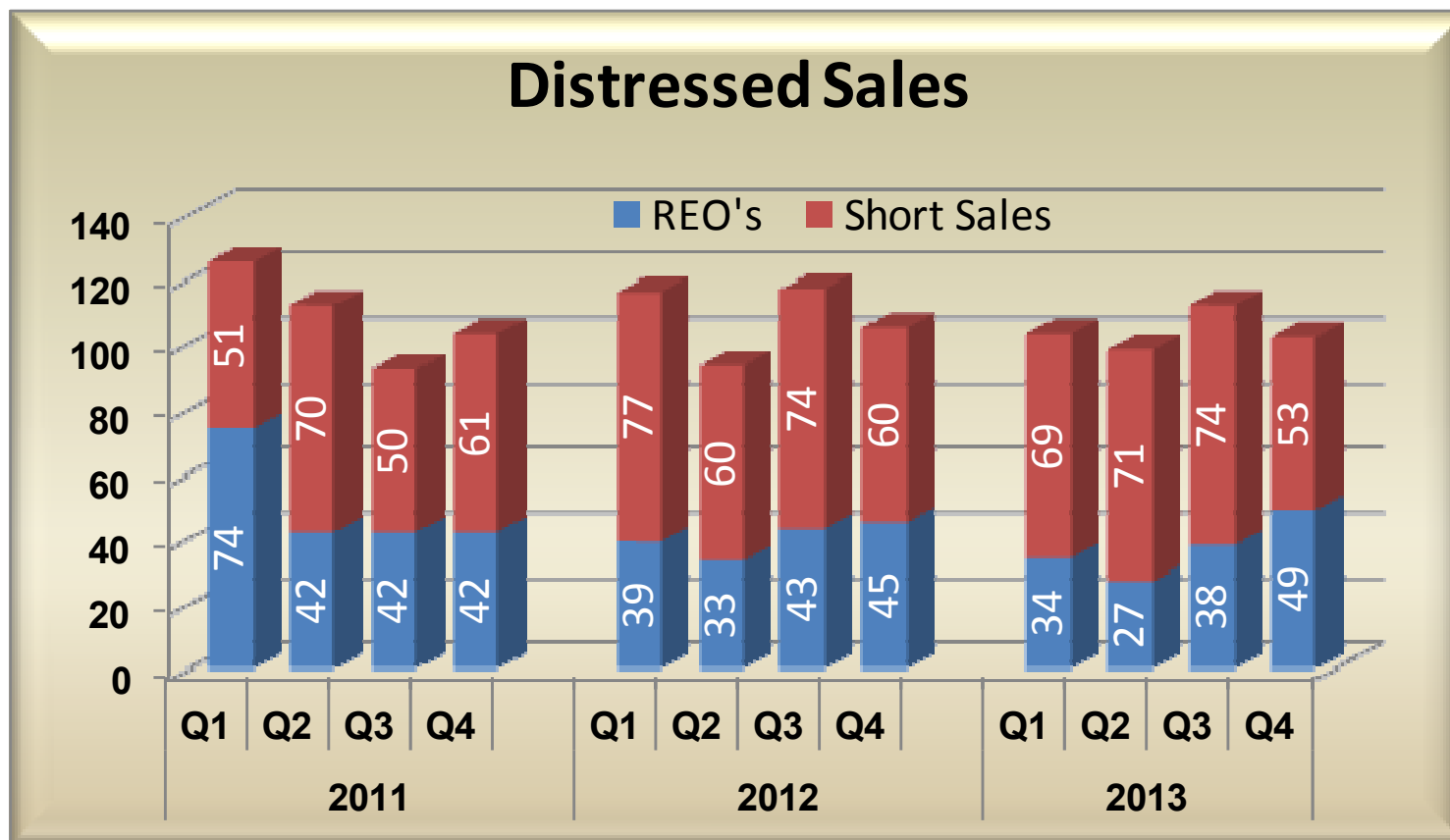


Market Update

■ Distressed Sales

■ Q4 2013 vs. Q3 2013: -8.9%

■ Q4 2013 vs. Q4 2012: -2.9%





Market Update

- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	31	16	12
Hamilton Twp	9	8	15
Ewing Twp	6	3	8
East Windsor Twp	2	1	4
Lawrence Twp	1	3	2



Market Update

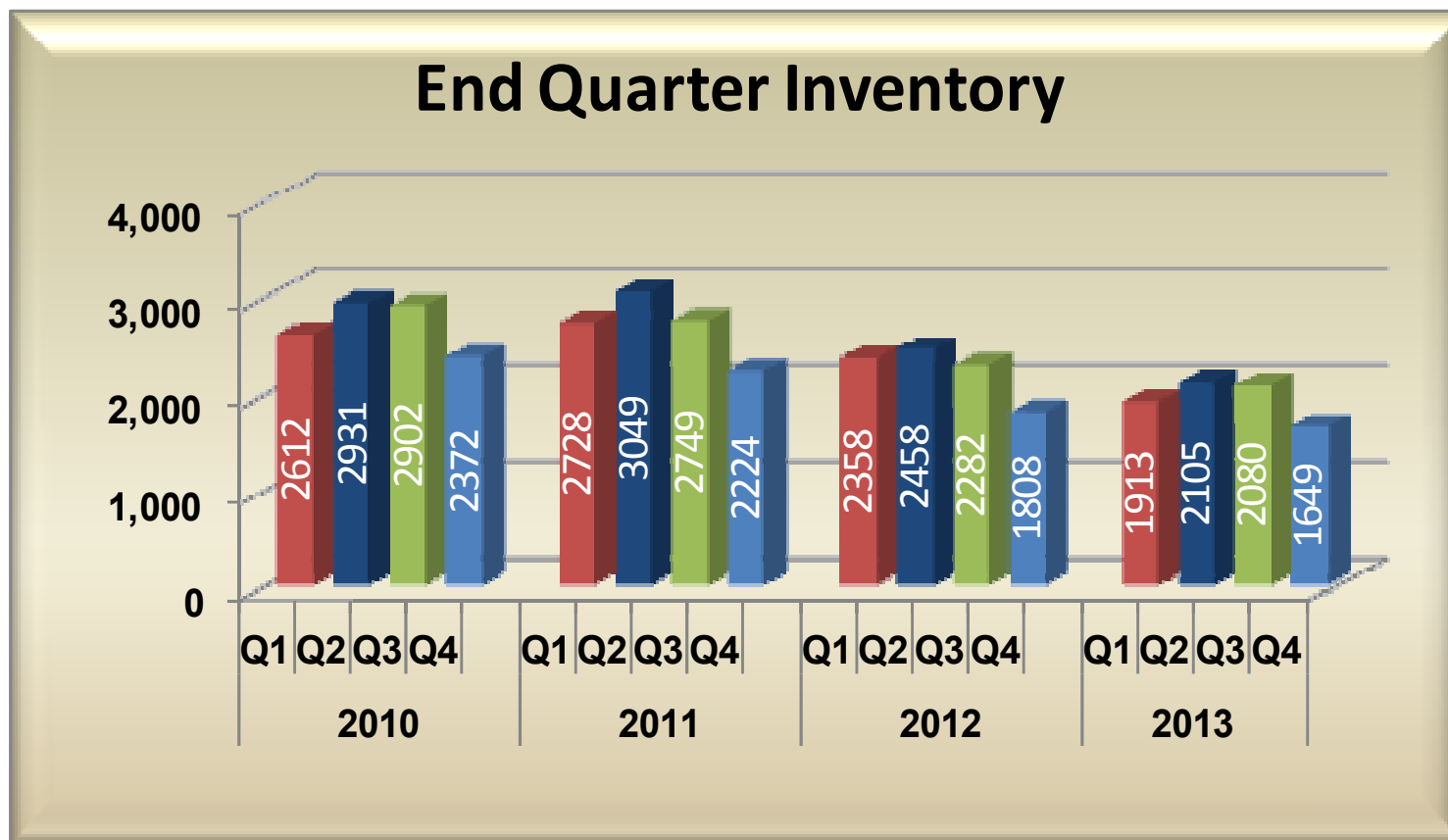
- Highest % of Distressed Sales
 - REO Sales plus Short Sales
 - Minimum of 10 Sales in the quarter

% Distressed (Min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	47.6%	45.7%	44.7%
Ewing Twp	20.8%	11.6%	21.9%
Hamilton Twp	11.3%	9.4%	20.9%
East Windsor Twp	9.2%	11.2%	10.0%
Hightstown Boro	7.6%	0.0%	14.3%
Lawrence Twp	6.9%	6.9%	11.3%
Hopewell Twp	5.2%	2.3%	4.1%



Market Update

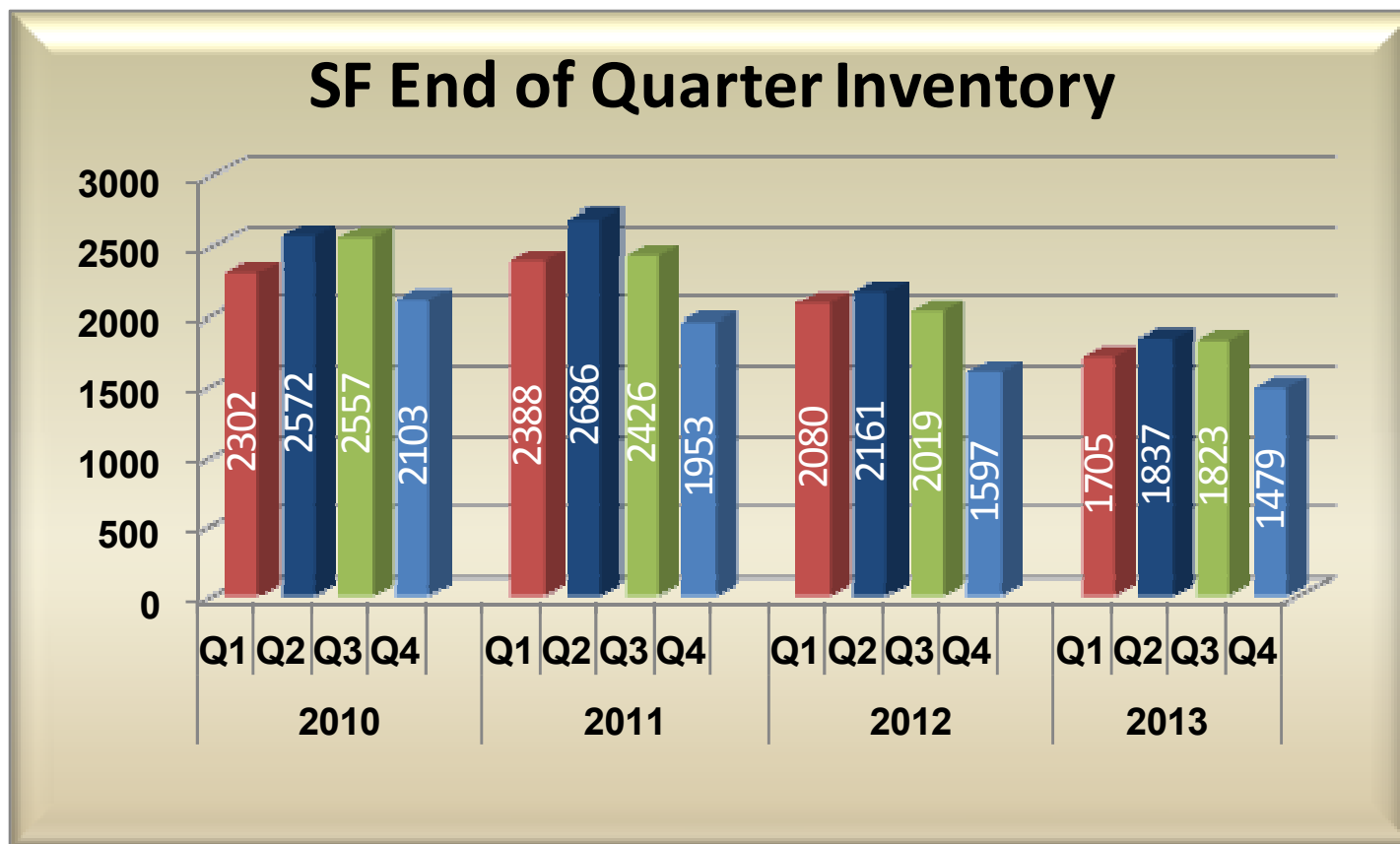
- End of Quarter Inventory
 - Q4 2013 vs. Q3 2013: -20.7%
 - Q4 2013 vs. Q4 2012: -8.8%





Market Update

- Single Family End of Quarter Inventory
 - Q4 2013 vs. Q3 2013: -18.9%
 - Q4 2013 vs. Q4 2012: -7.4%





Market Update

■ Condo End of Quarter Inventory

- Q4 2013 vs. Q3 2013: -33.9%
- Q4 2013 vs. Q4 2012: -19.4%

