



County

# Mercer County

## Quarterly Update

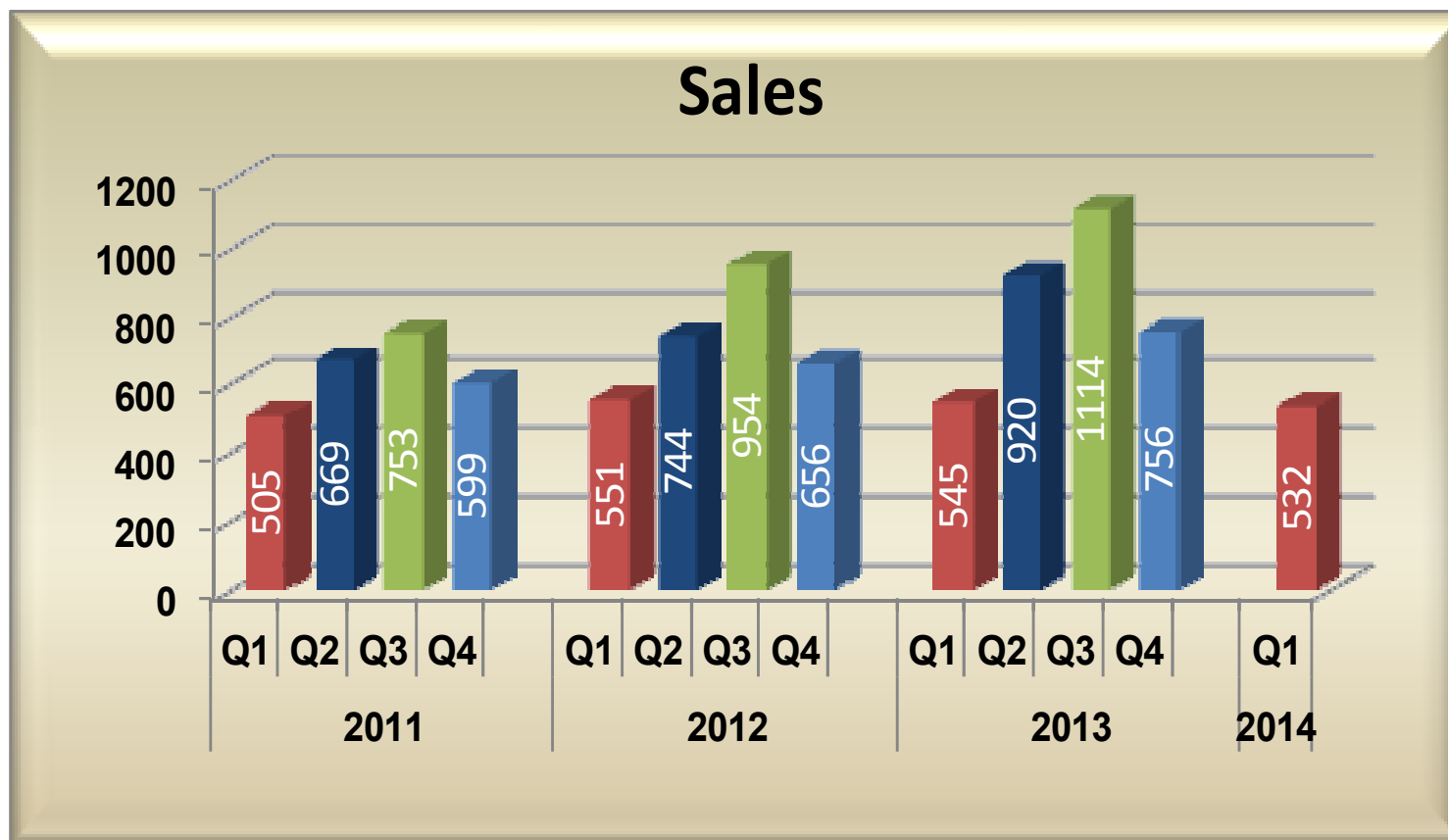
**First Quarter 2014 Report**



# Market Update

## ■ Total Quarterly Sales

- Q1 2014 vs. Q4 2013: -29.6%
- Q1 2014 vs. Q1 2013: -2.4%

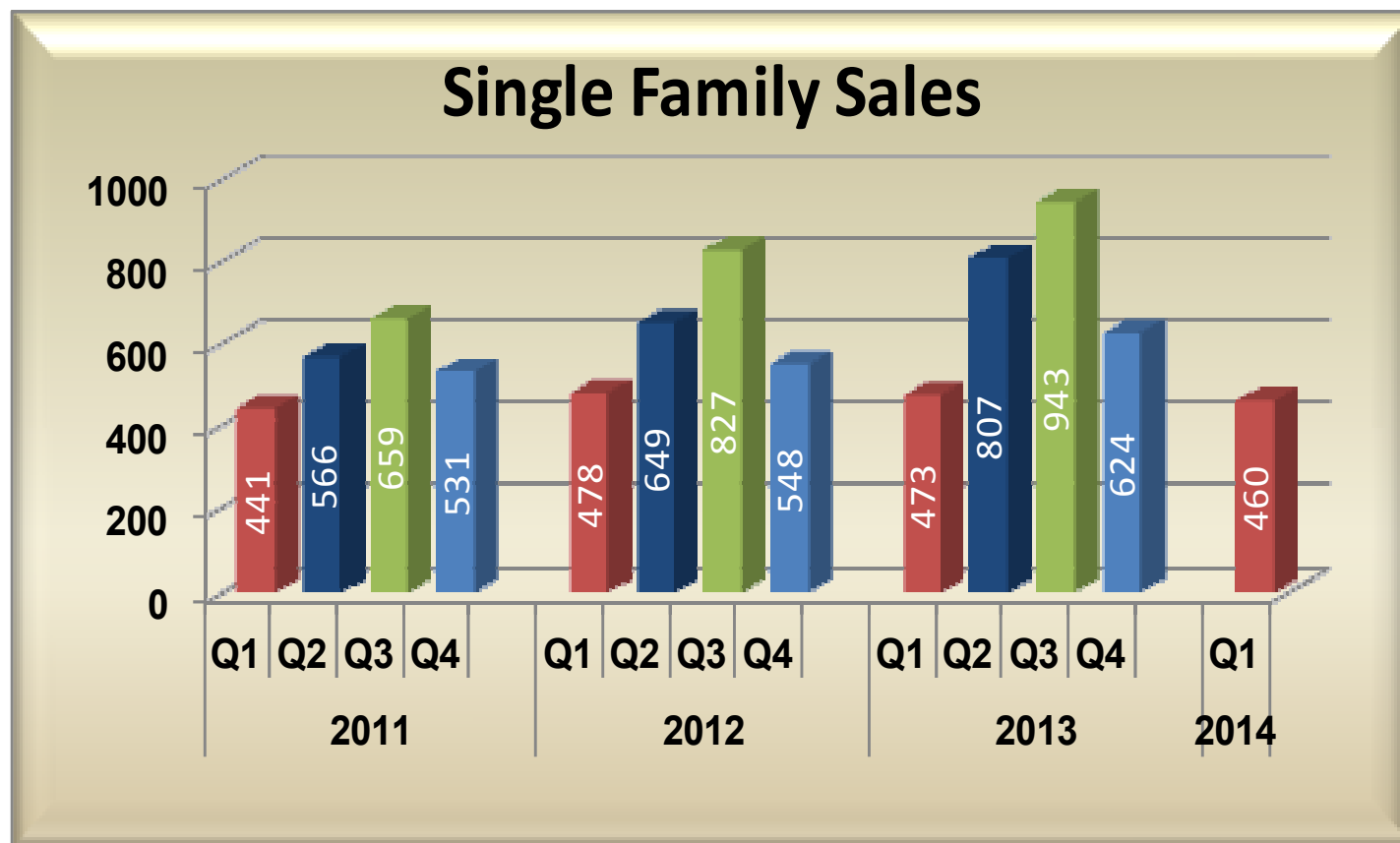




# Market Update

## ■ Single Family Quarterly Sales

- Q1 2014 vs. Q4 2013: -26.3%
- Q1 2014 vs. Q1 2013: -2.7%

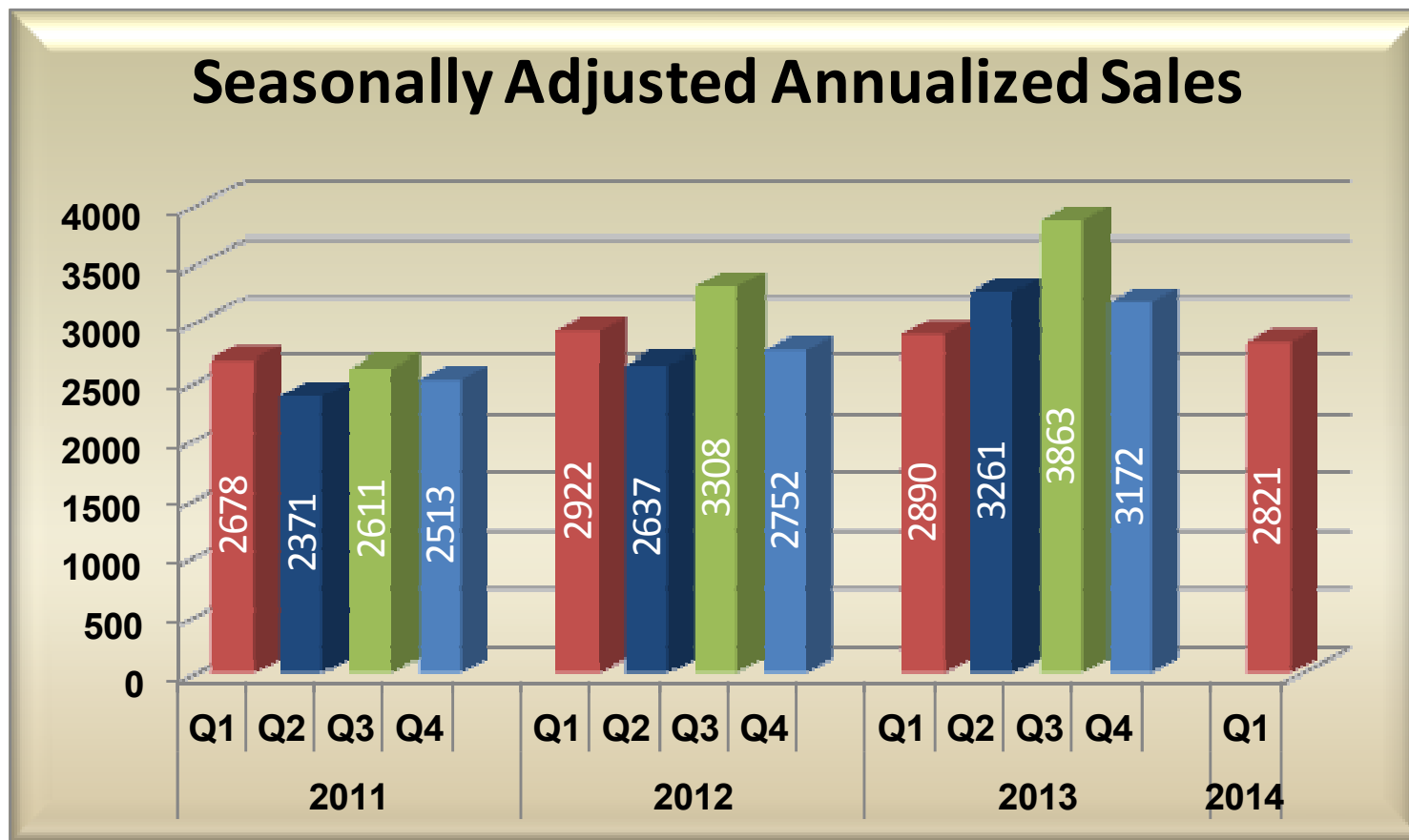




# Market Update

## Seasonally Adjusted Annualized Sales

- Q1 2014 vs. Q4 2013: -11.1%
- Q1 2014 vs. Q1 2013: -2.4%





# Market Update

- Townships with the highest number of sales this quarter

<b>Sales</b>	<b>Current Quarter</b>	<b>Previous Quarter</b>	<b>1 Year Ago</b>
Hamilton Twp	128	184	138
Trenton City	84	103	92
East Windsor Twp	54	55	42
Ewing Twp	52	72	54
Lawrence Twp	45	87	55
West Windsor Twp	44	75	48
Robbinsville Twp	37	43	27

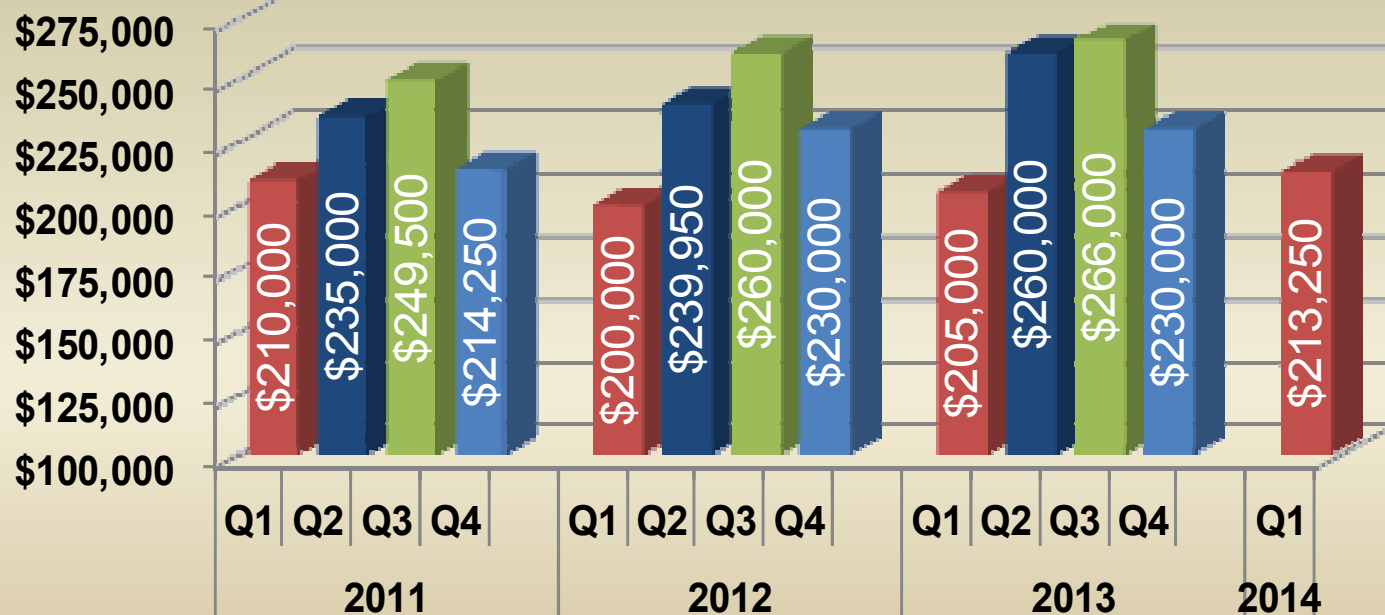


# Market Update

## Median Sold Price

- Q1 2014 vs. Q4 2013: -7.3%
- Q1 2014 vs. Q1 2013: +4.0%

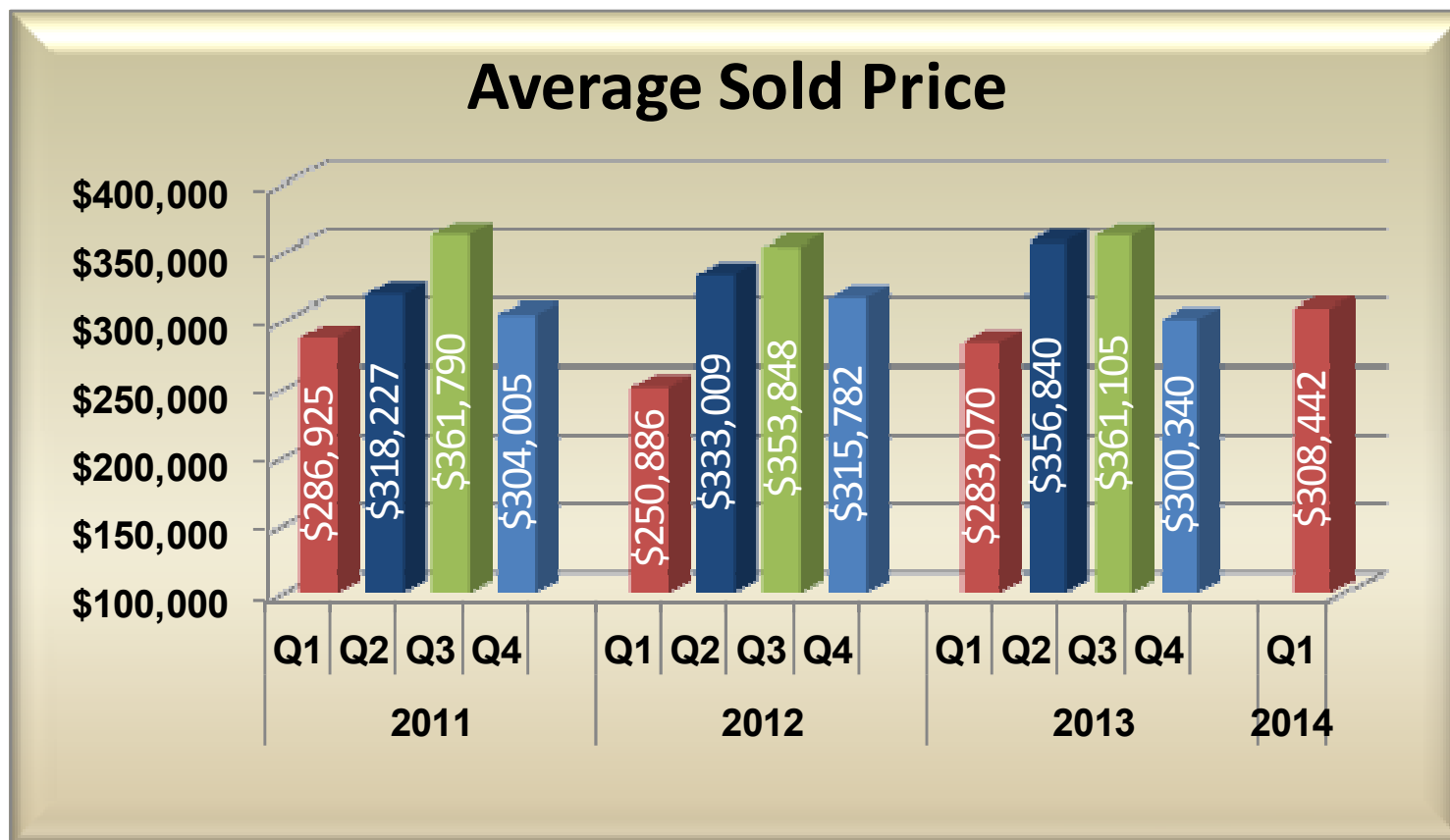
### Median Sold Prices





# Market Update

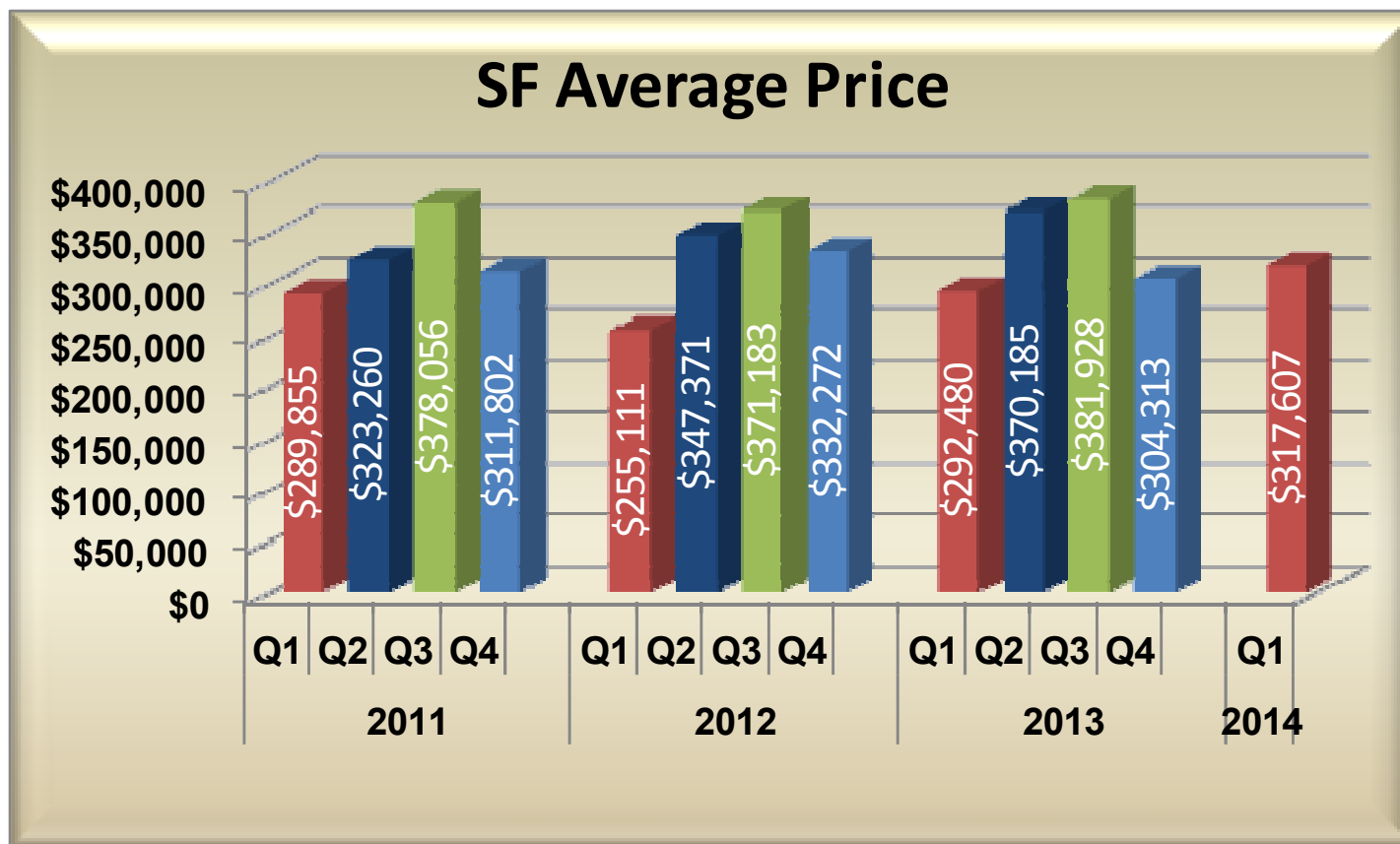
- Average Sold Price
  - Q1 2014 vs. Q4 2013: +2.7%
  - Q1 2014 vs. Q1 2013: +9.0%





# Market Update

- Average Sold Price for Single Family
  - Q1 2014 vs. Q4 2013: +4.4%
  - Q1 2014 vs. Q1 2013: +8.6%

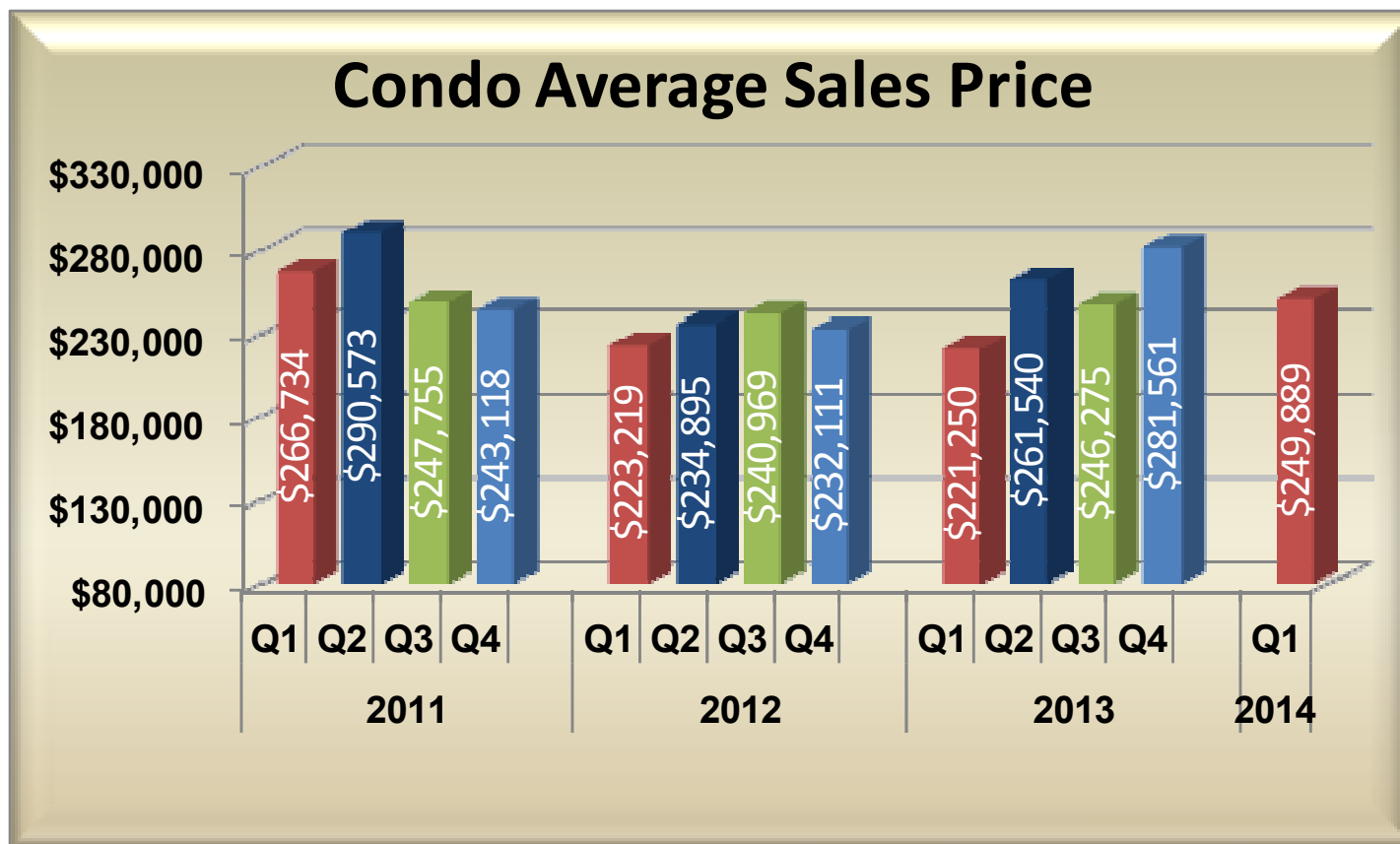






# Market Update

- Average Sold Price for Condos
  - Q1 2014 vs. Q4 2013: -11.2%
  - Q1 2014 vs. Q1 2013: +12.9%





# Market Update

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

<b>High Average Sold Price (min. 10 Sales)</b>	<b>Current Quarter</b>	<b>Previous Quarter</b>	<b>1 Year Ago</b>
West Windsor Twp	\$ 575,380	\$ 491,824	\$ 444,783
Hopewell Twp	\$ 432,109	\$ 453,828	\$ 446,510
Robbinsville Twp	\$ 381,886	\$ 355,323	\$ 350,024
Lawrence Twp	\$ 297,321	\$ 275,802	\$ 303,996
East Windsor Twp	\$ 209,811	\$ 220,709	\$ 226,567
Hamilton Twp	\$ 205,406	\$ 208,162	\$ 194,883
Hightstown Boro	\$ 188,000	\$ 202,385	\$ 194,608



# Market Update

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

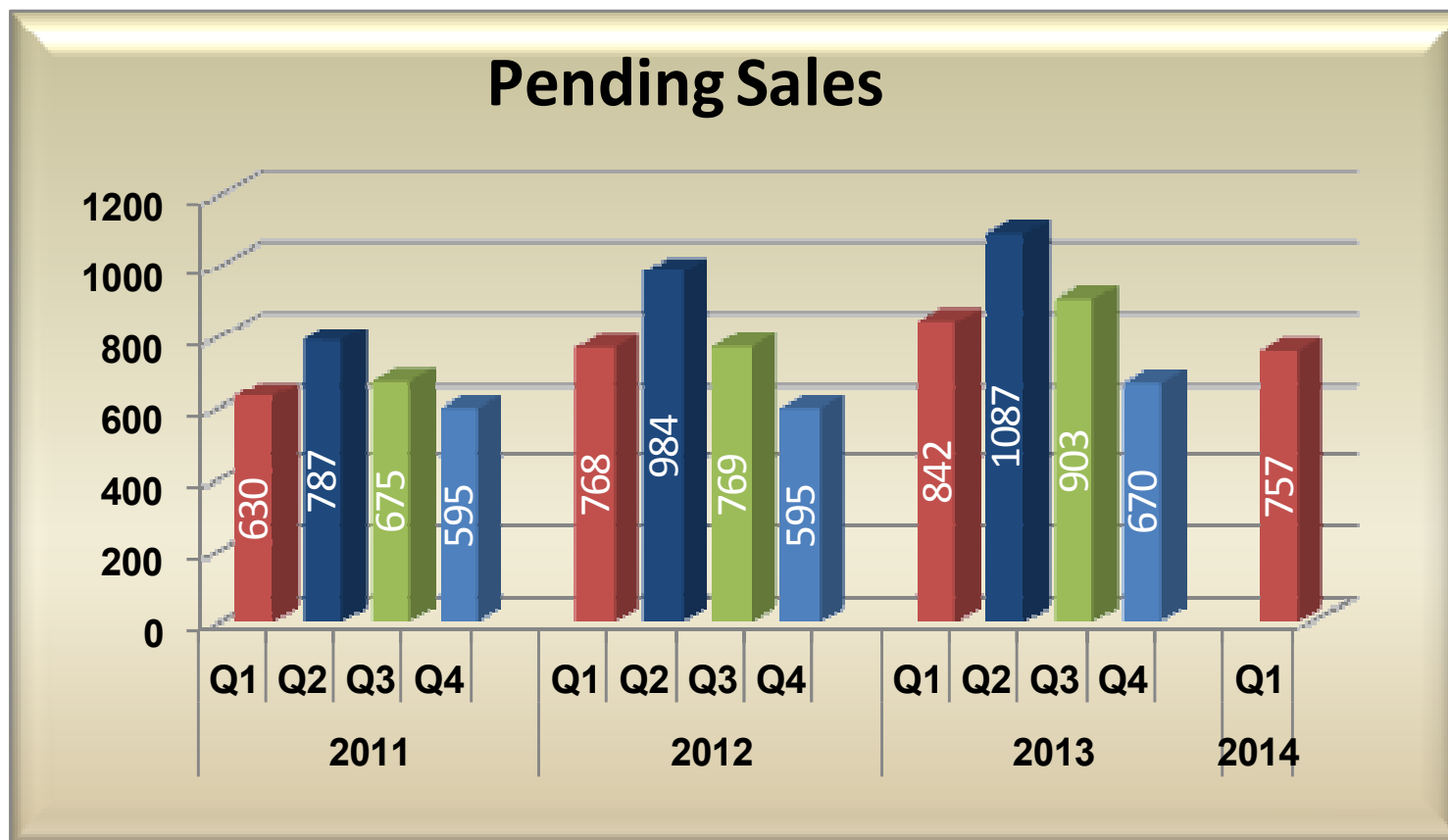
<b>Low Average Sold Price (min. 10 Sales)</b>	<b>Current Quarter</b>	<b>Previous Quarter</b>	<b>1 Year Ago</b>
Trenton City	\$ 52,034	\$ 44,803	\$ 42,105
Ewing Twp	\$ 158,035	\$ 166,791	\$ 160,157
Hightstown Boro	\$ 188,000	\$ 202,385	\$ 194,608
Hamilton Twp	\$ 205,406	\$ 208,162	\$ 194,883
East Windsor Twp	\$ 209,811	\$ 220,709	\$ 226,567
Lawrence Twp	\$ 297,321	\$ 275,802	\$ 303,996
Robbinsville Twp	\$ 381,886	\$ 355,323	\$ 350,024



# Market Update

## ■ Pending Sales

- Q1 2014 vs. Q4 2013: +13.0%
- Q1 2014 vs. Q1 2013: -10.1%

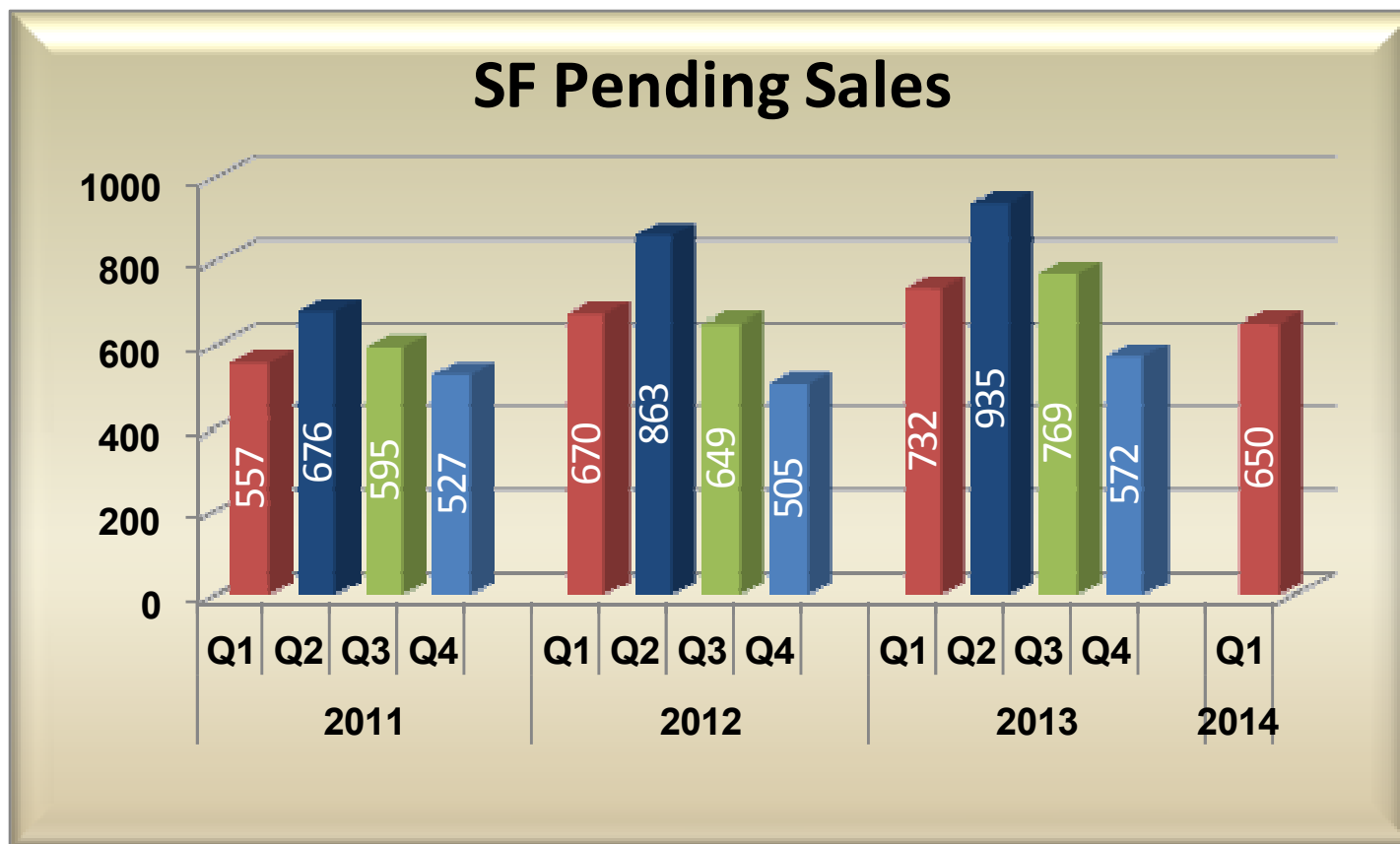




# Market Update

## ■ Single Family Pending Sales

- Q1 2014 vs. Q4 2013: +13.6%
- Q1 2014 vs. Q1 2013: -11.2%



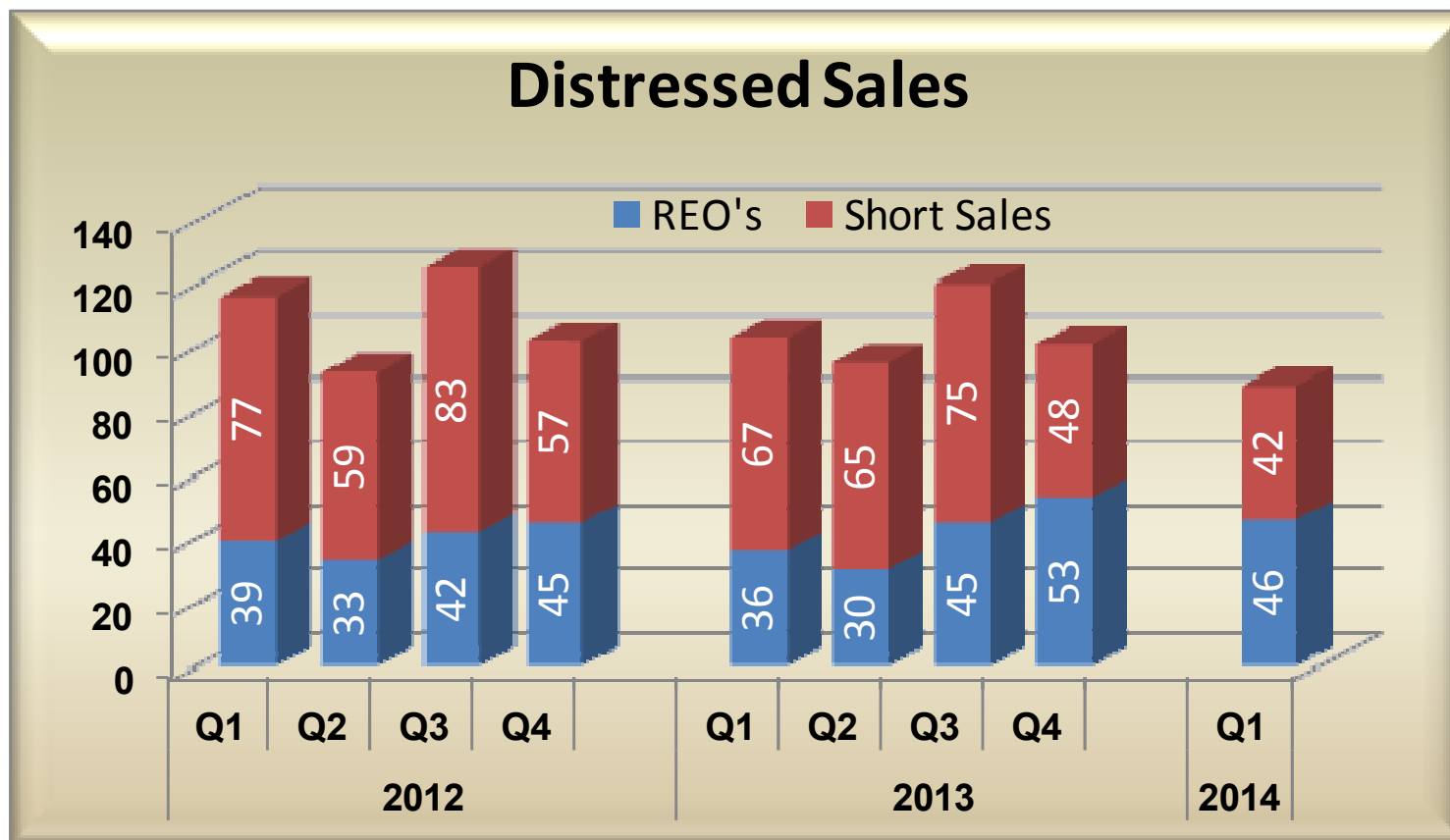


# Market Update

## Distressed Sales

■ Q1 2014 vs. Q4 2013: -12.9%

■ Q1 2014 vs. Q1 2013: -14.6%





# Market Update

- Most REO's This Quarter

<b>Number of REO's</b>	<b>Current Quarter</b>	<b>Previous Quarter</b>	<b>1 Year Ago</b>
Trenton City	20	33	18
East Windsor Twp	8	3	3
Hamilton Twp	7	9	8
Ewing Twp	5	6	2
West Windsor Twp	2	0	0
Lawrence Twp	2	1	0
Robbinsville Twp	1	1	3



# Market Update

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

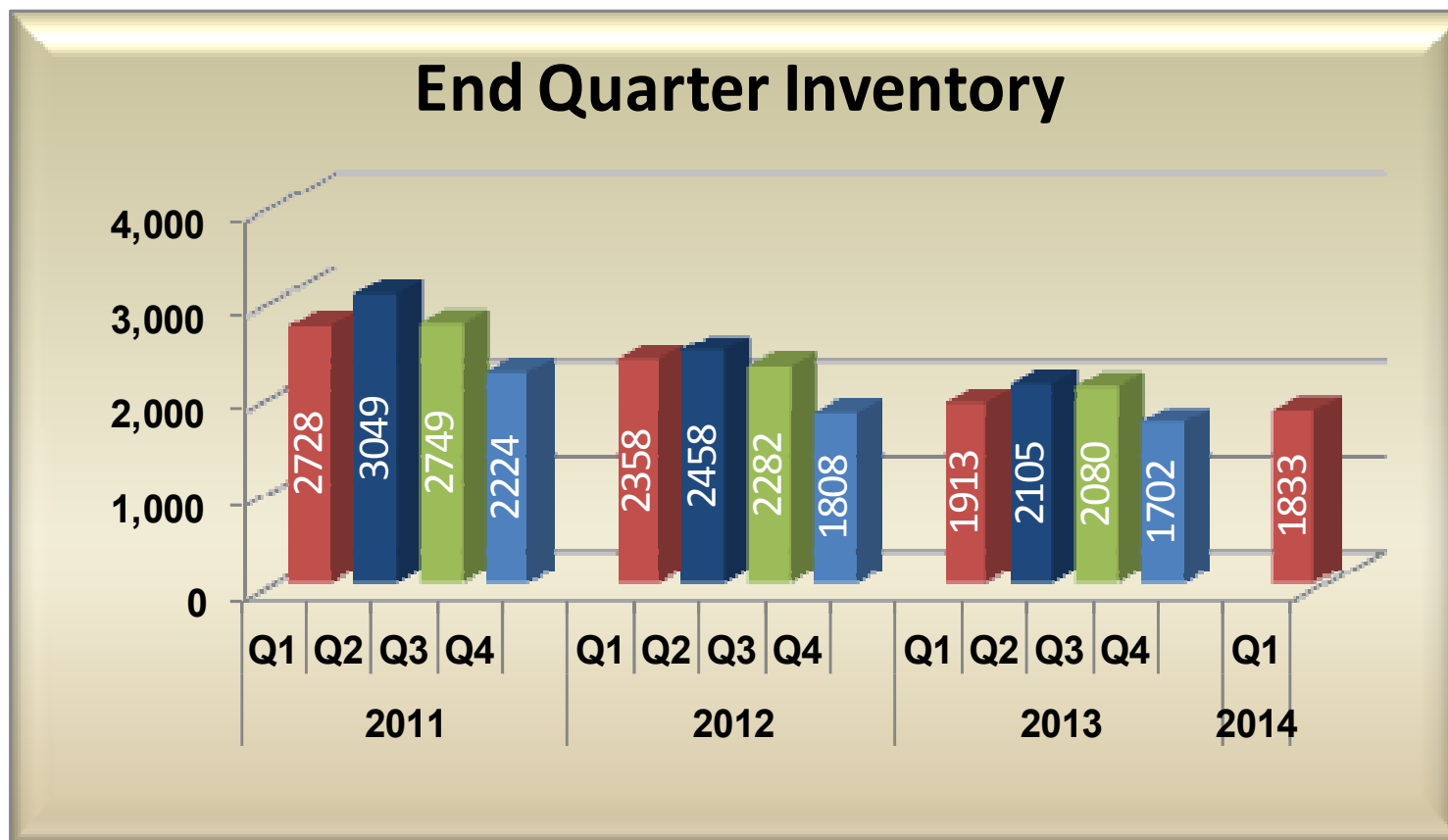
<b>% Distressed (Min. 10 Sales)</b>	<b>Current Quarter</b>	<b>Previous Quarter</b>	<b>1 Year Ago</b>
Trenton City	52.3%	47.6%	51.1%
Ewing Twp	19.2%	20.8%	18.5%
East Windsor Twp	14.8%	10.9%	23.8%
Hamilton Twp	11.7%	10.3%	14.5%
Hopewell Twp	9.0%	5.3%	12.0%
Hightstown Boro	7.6%	7.7%	30.8%
West Windsor Twp	6.8%	0.0%	0.0%





# Market Update

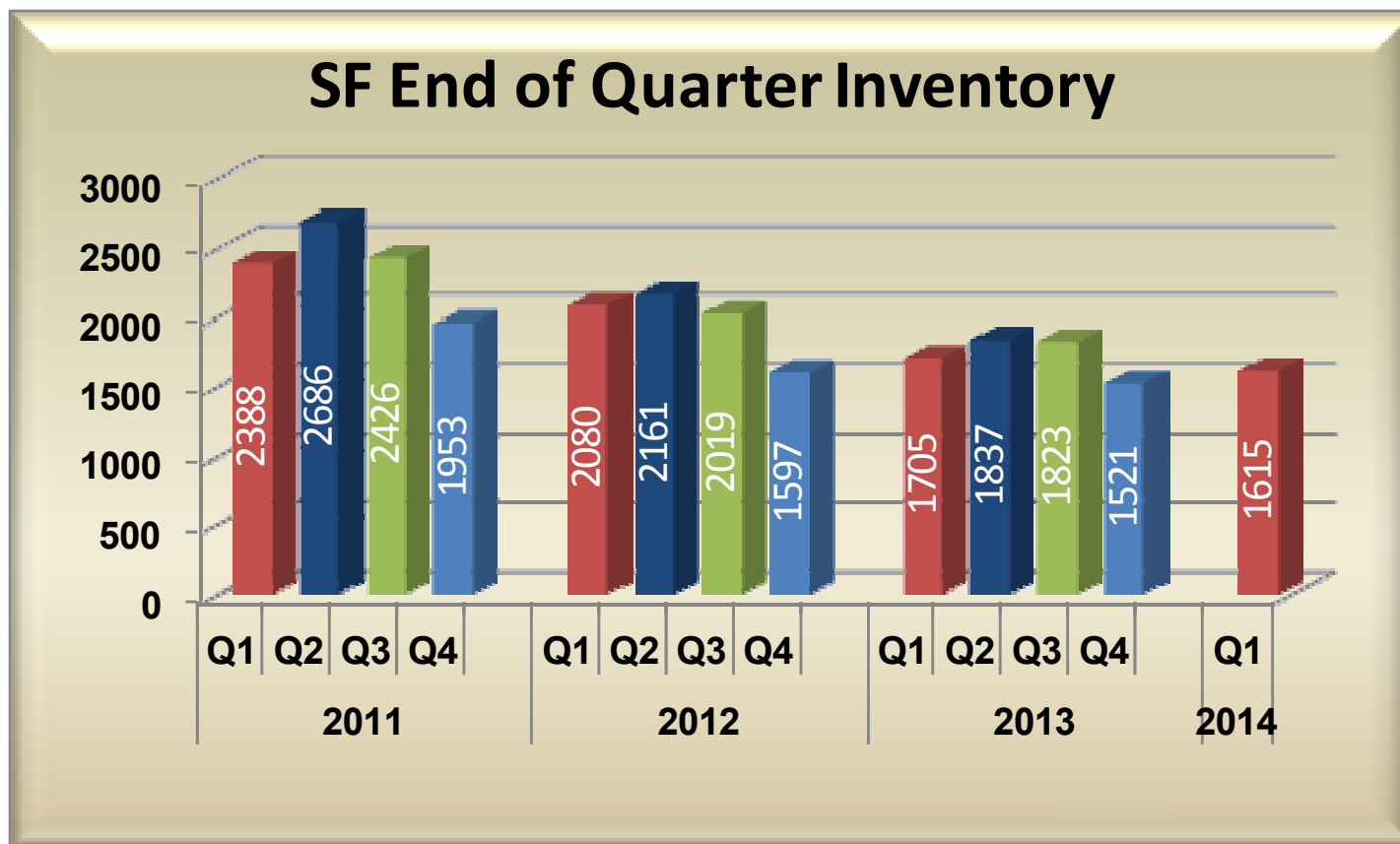
- End of Quarter Inventory
  - Q1 2014 vs. Q4 2013: +7.7%
  - Q1 2014 vs. Q1 2013: -4.2%





# Market Update

- Single Family End of Quarter Inventory
  - Q1 2014 vs. Q4 2013: +6.2%
  - Q1 2014 vs. Q1 2013: -5.3%





# Market Update

## ■ Condo End of Quarter Inventory

- Q1 2014 vs. Q4 2013: +20.4%
- Q1 2014 vs. Q1 2013: +4.8%

