



County

Mercer County

Quarterly Update

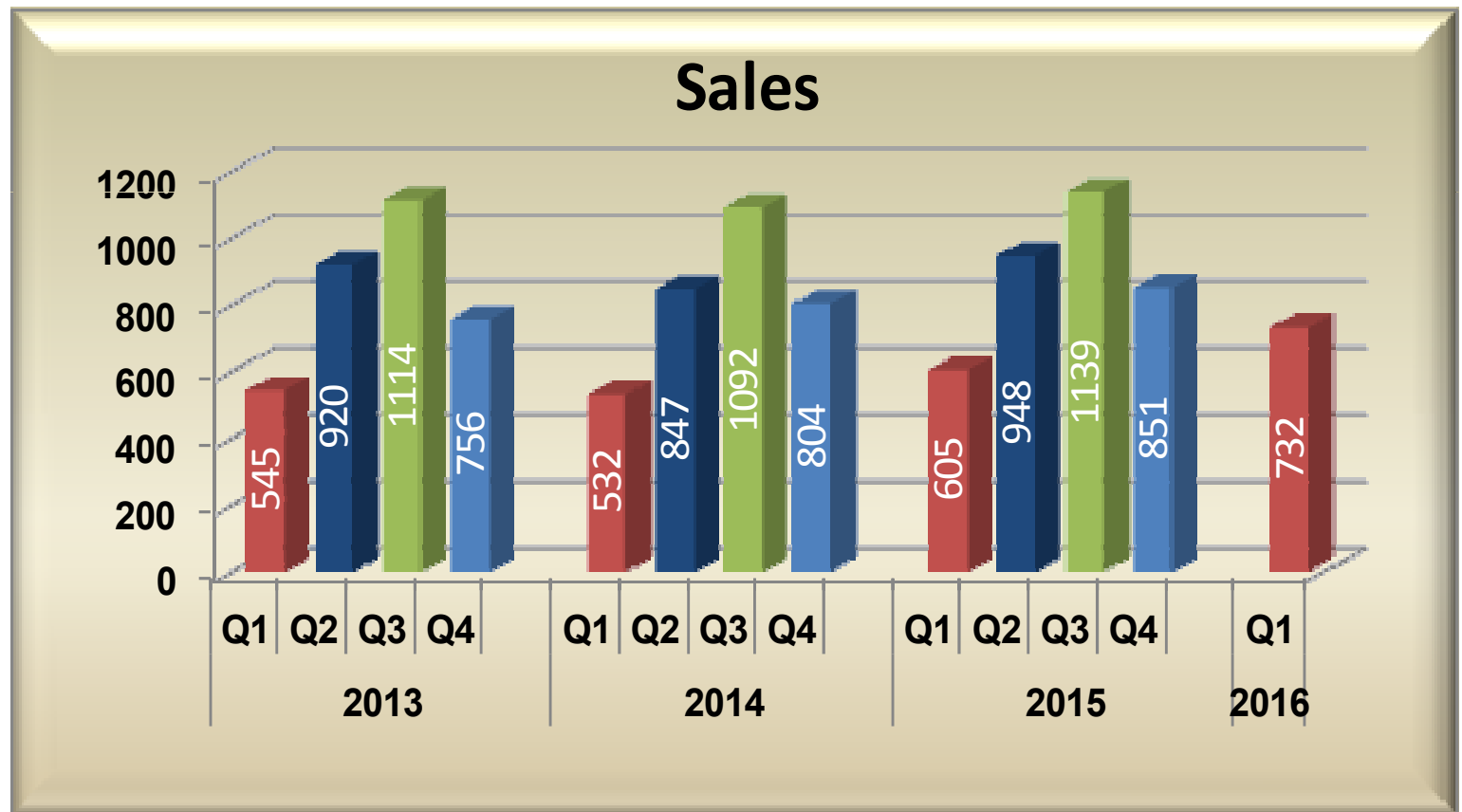
First Quarter 2016 Report



Market Update

■ Total Quarterly Sales

- YTD 2016 vs. 2015: 21.0%
- Q1 2016 vs. Q1 2015: 21.0%

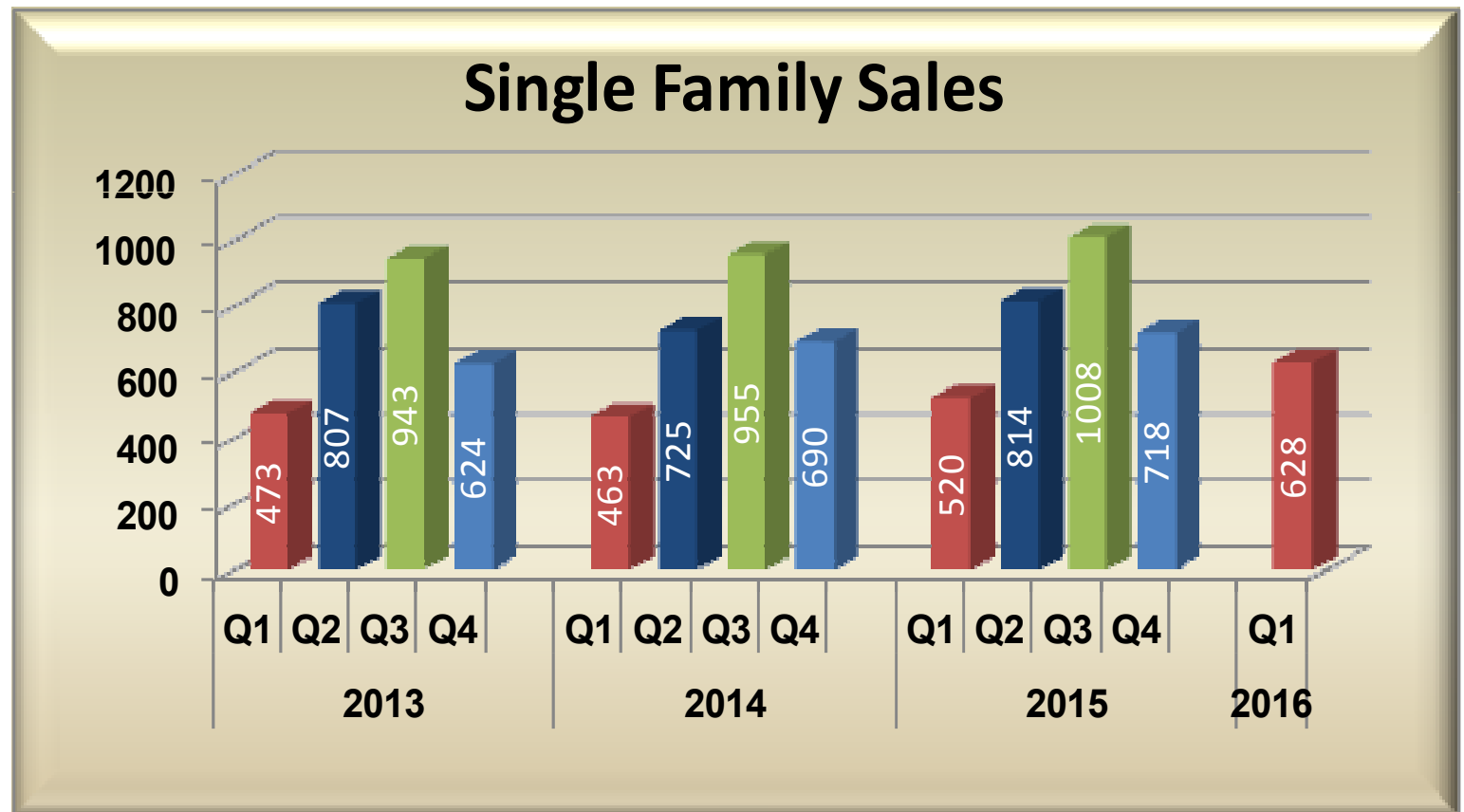




Market Update

■ Single Family Quarterly Sales

- YTD 2016 vs. 2015: 20.8%
- Q1 2016 vs. Q1 2015: 20.8%

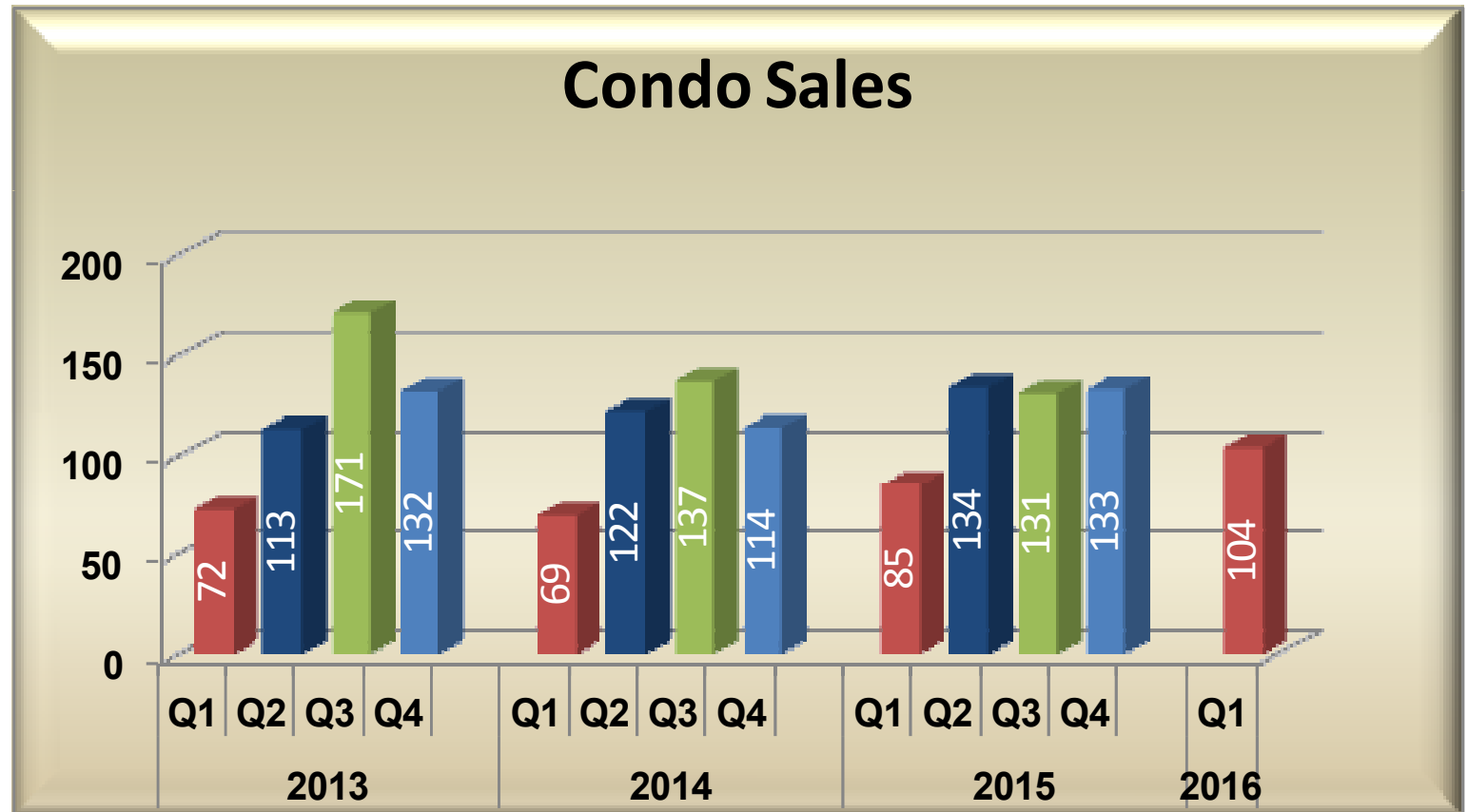




Market Update

Condo Quarterly Sales

- YTD 2016 vs. 2015: 22.4%
- Q1 2016 vs. Q1 2015: 22.4%

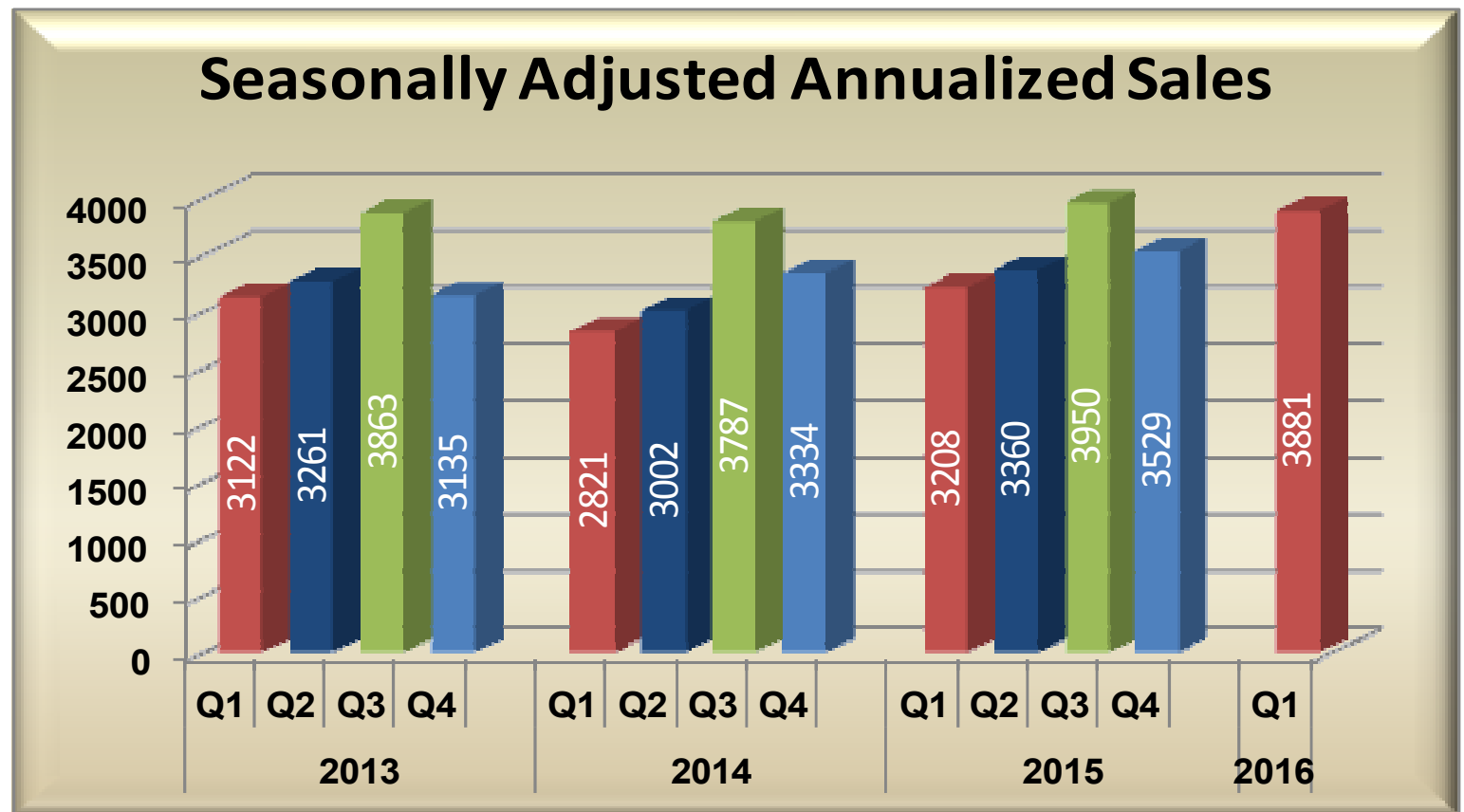




Market Update

Seasonally Adjusted Annualized Sales

- Q1 2016 vs. Q4 2015: 10.0%
- Q1 2016 vs. Q1 2015: 21.0%





Market Update

- Townships with the highest number of sales this quarter

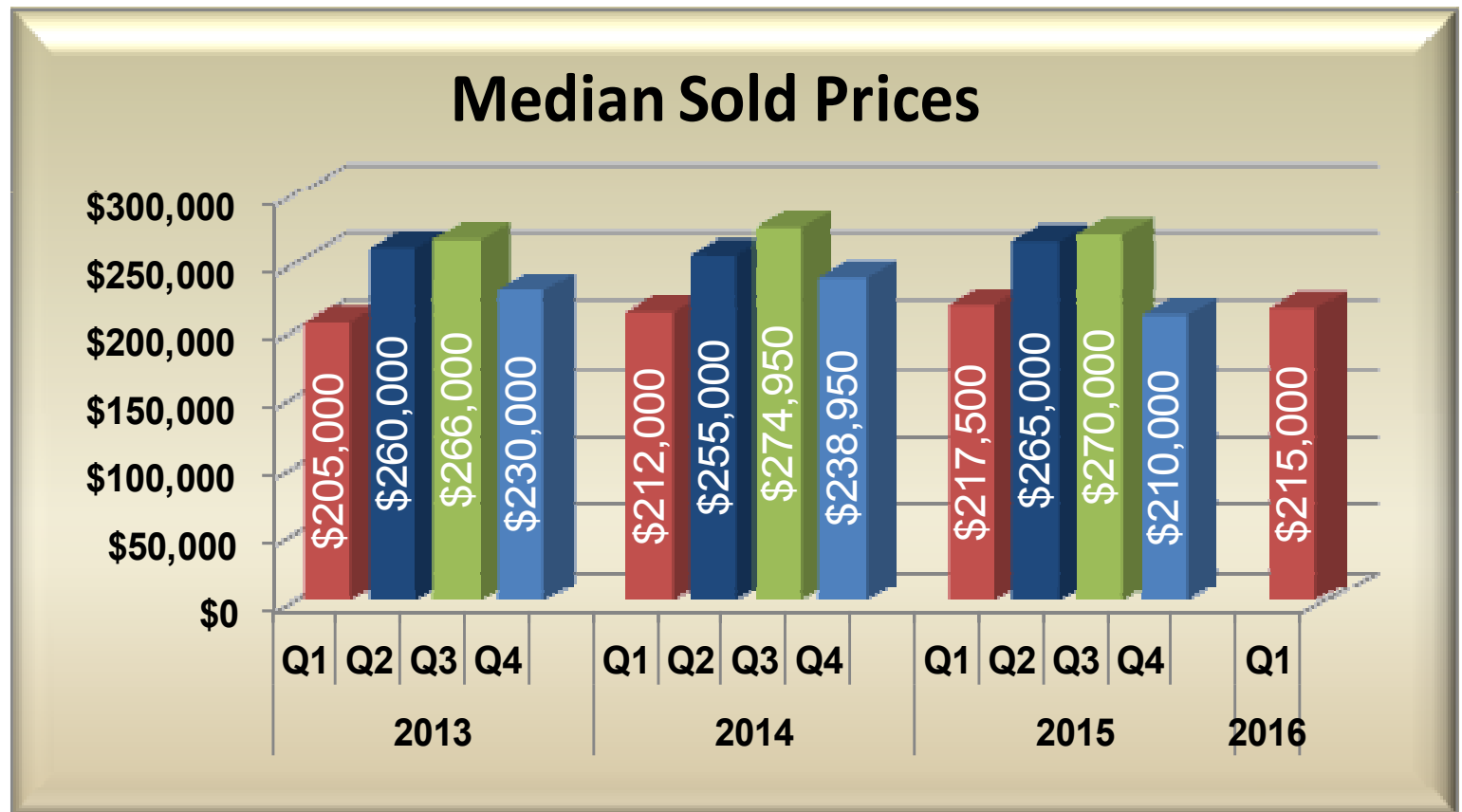
Sales	Current Quarter	Previous Quarter	1 Year Ago
Hamilton Twp	190	246	158
Trenton City	98	128	103
Ewing Twp	79	63	47
West Windsor Twp	64	70	50
Lawrence Twp	64	72	52
Hopewell Twp	58	45	40
East Windsor Twp	57	72	49



Market Update

■ Median Sold Price

- YTD 2016 vs. 2015: -1.1%
- Q1 2016 vs. Q1 2015: -1.1%

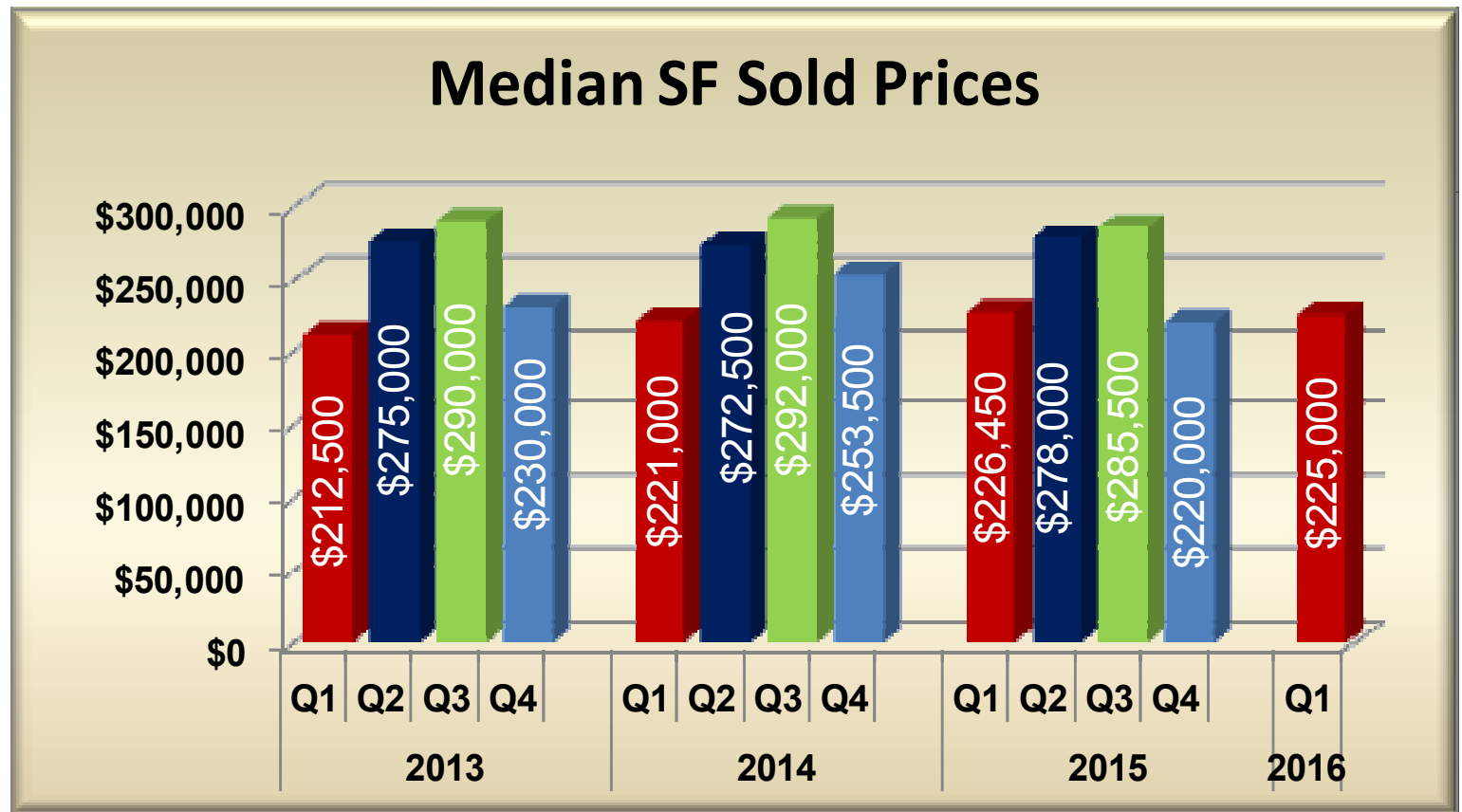




Market Update

■ Median SF Sold Price

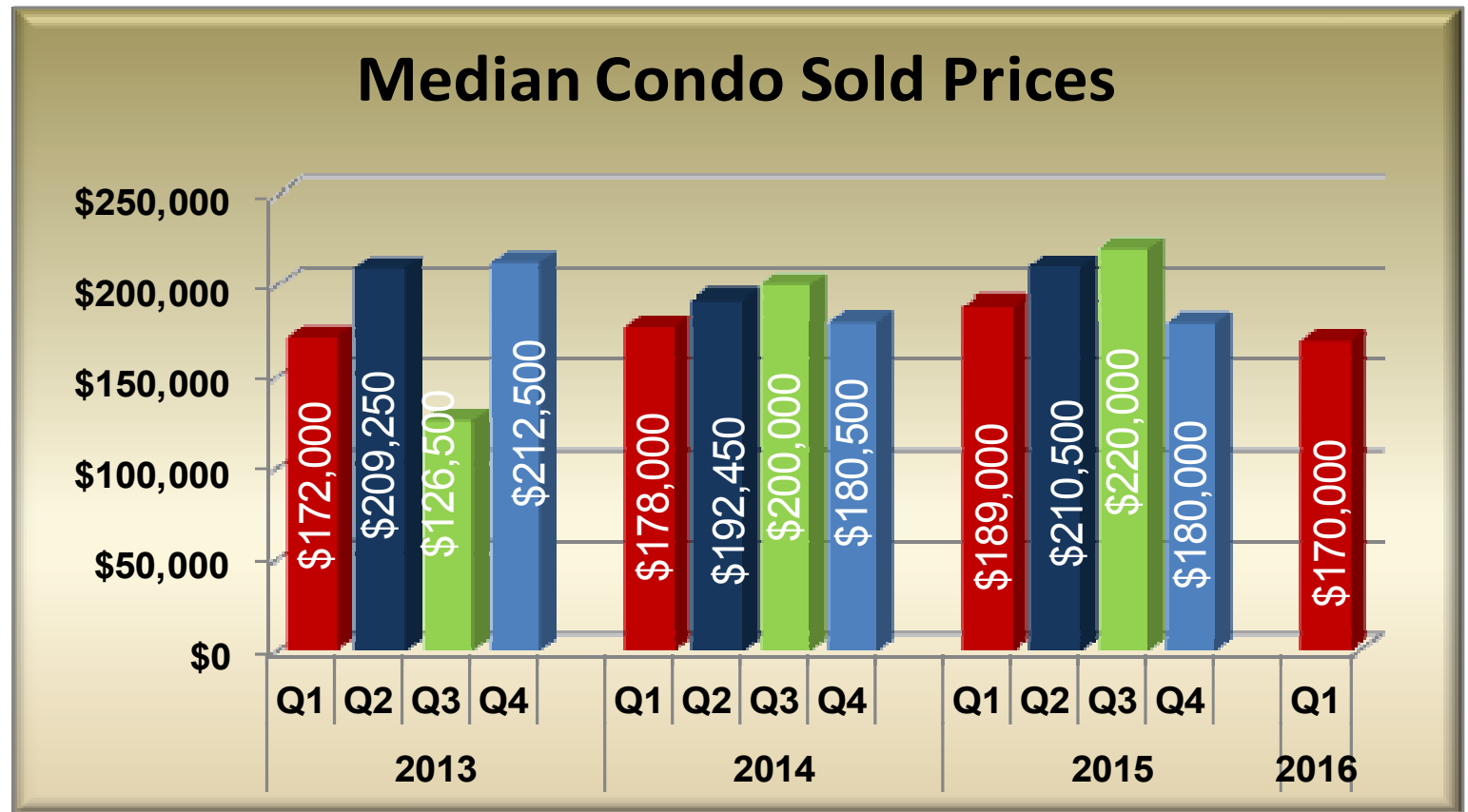
- YTD 2016 vs. 2015: -0.6%
- Q1 2016 vs. Q1 2015: -0.6%





Market Update

- Median Condo Sold Price
 - YTD 2016 vs. 2015: -10.1%
 - Q1 2016 vs. Q1 2015: -10.1%

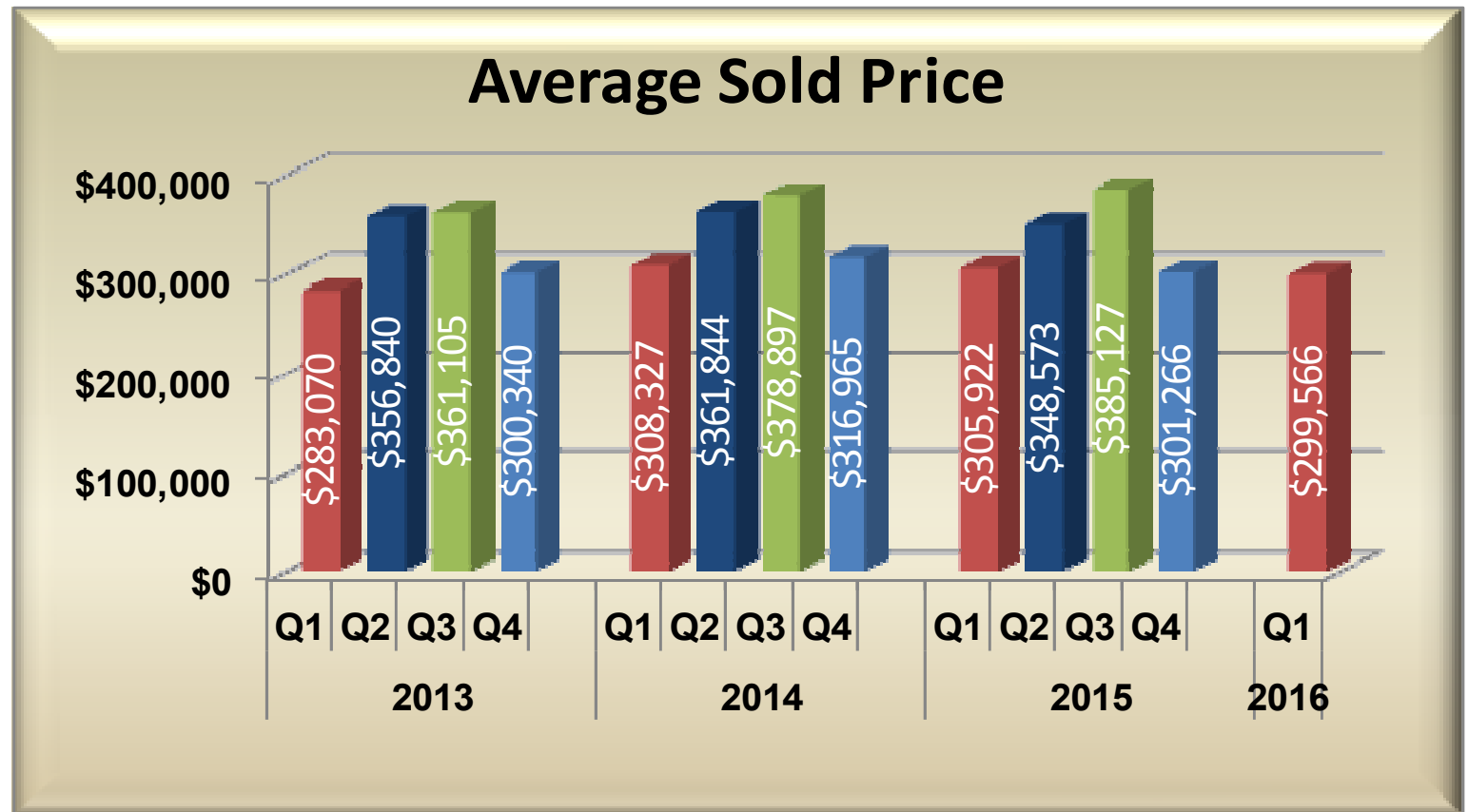




Market Update

■ Average Sold Price

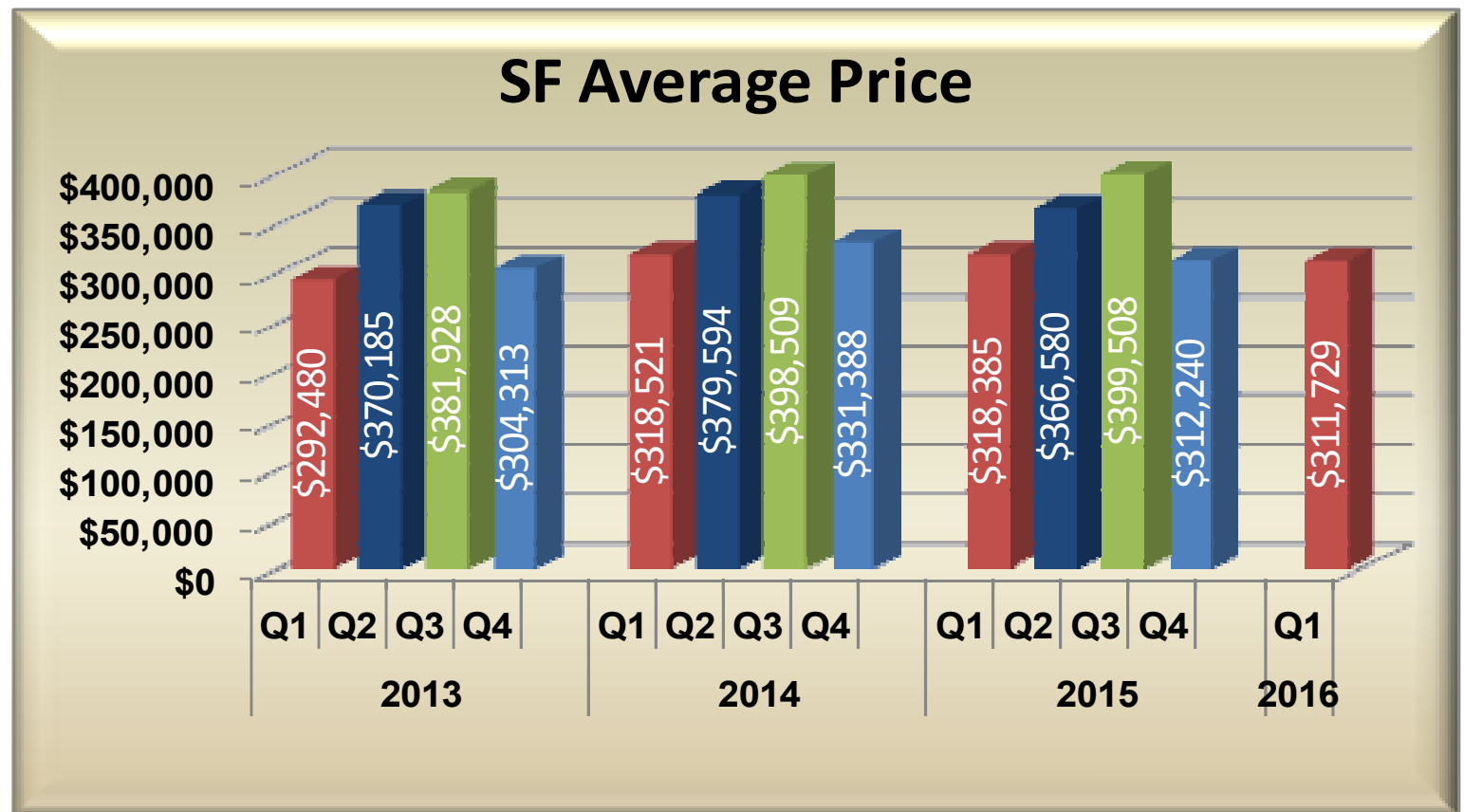
- YTD 2016 vs. 2015: -2.1%
- Q1 2016 vs. Q1 2015: -2.1%





Market Update

- Average Sold Price for Single Family
 - YTD 2016 vs. 2015: -2.2%
 - Q1 2016 vs. Q1 2015: -2.1%

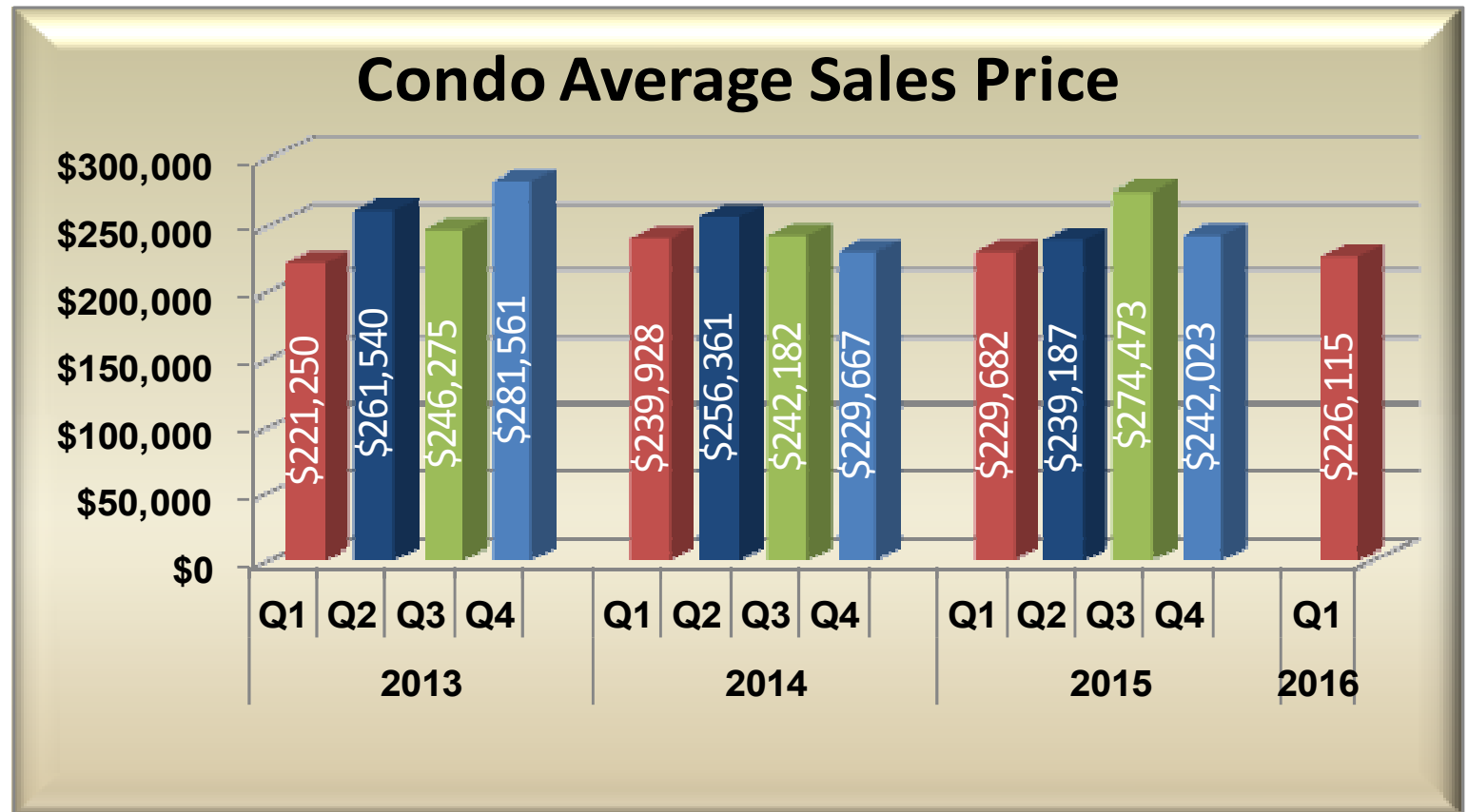




Market Update

■ Average Sold Price for Condos

- YTD 2016 vs. 2015: -1.3%
- Q1 2016 vs. Q1 2015: -1.6%





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	\$ 525,864	\$ 1,157,387	\$ 504,124
Hopewell Twp	\$ 481,210	\$ 1,001,816	\$ 512,611
Robbinsville Twp	\$ 339,482	\$ 566,684	\$ 347,332
Lawrence Twp	\$ 236,753	\$ 461,825	\$ 311,700
Hightstown Boro	\$ 219,542	\$ 118,731	\$ 210,700
East Windsor Twp	\$ 205,478	\$ 409,811	\$ 219,051
Hamilton Twp	\$ 190,255	\$ 266,483	\$ 208,791



Market Update

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

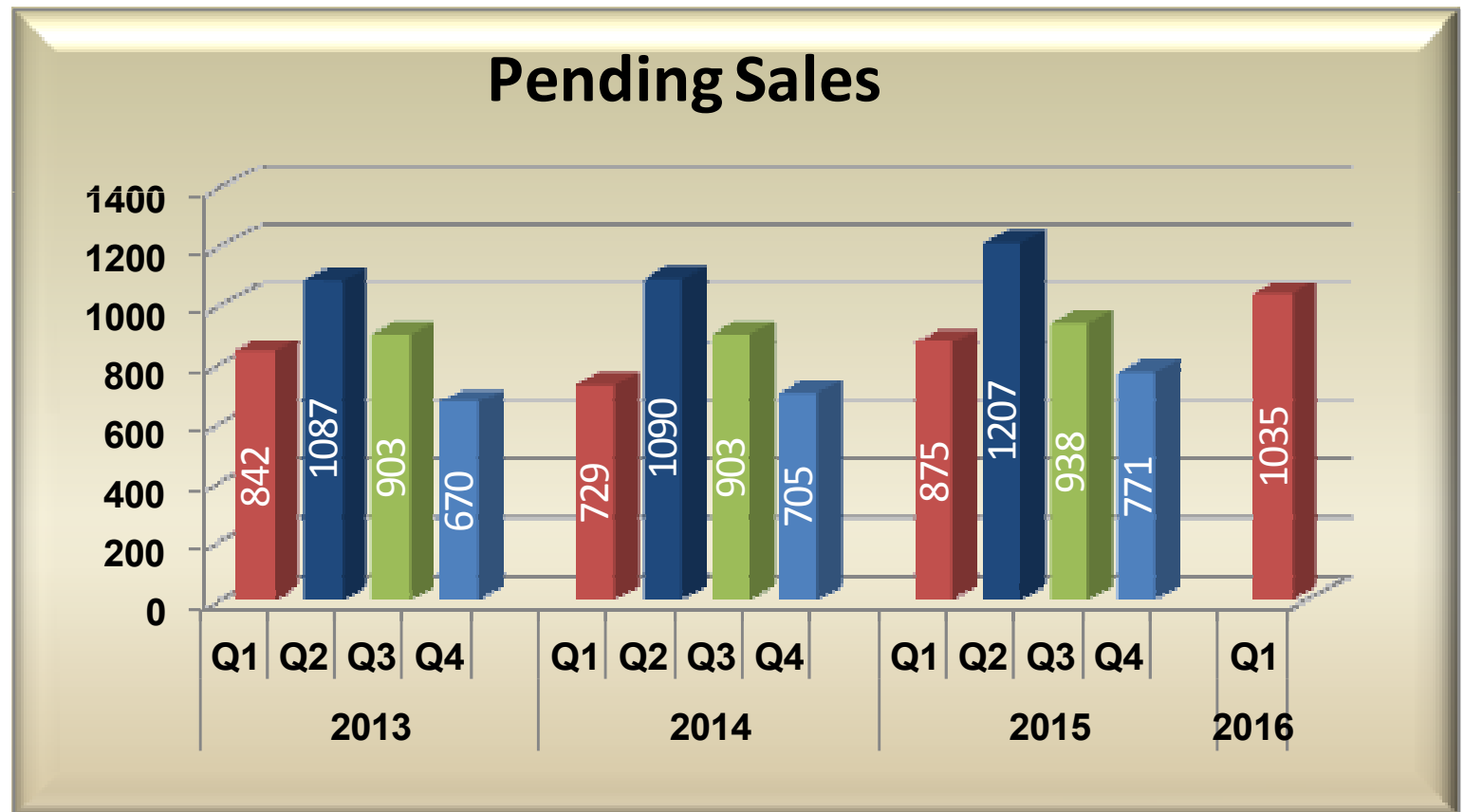
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	\$ 51,556	\$ 45,065	\$ 49,058
Ewing Twp	\$ 183,413	\$ 299,027	\$ 166,153
Hamilton Twp	\$ 190,255	\$ 266,483	\$ 208,791
East Windsor Twp	\$ 205,478	\$ 409,811	\$ 219,051
Hightstown Boro	\$ 219,542	\$ 118,731	\$ 210,700
Lawrence Twp	\$ 236,753	\$ 461,825	\$ 311,700
Robbinsville Twp	\$ 339,482	\$ 566,684	\$ 347,332



Market Update

■ Pending Sales

- YTD 2016 vs. 2015: 18.3%
- Q1 2016 vs. Q1 2015: 18.3%

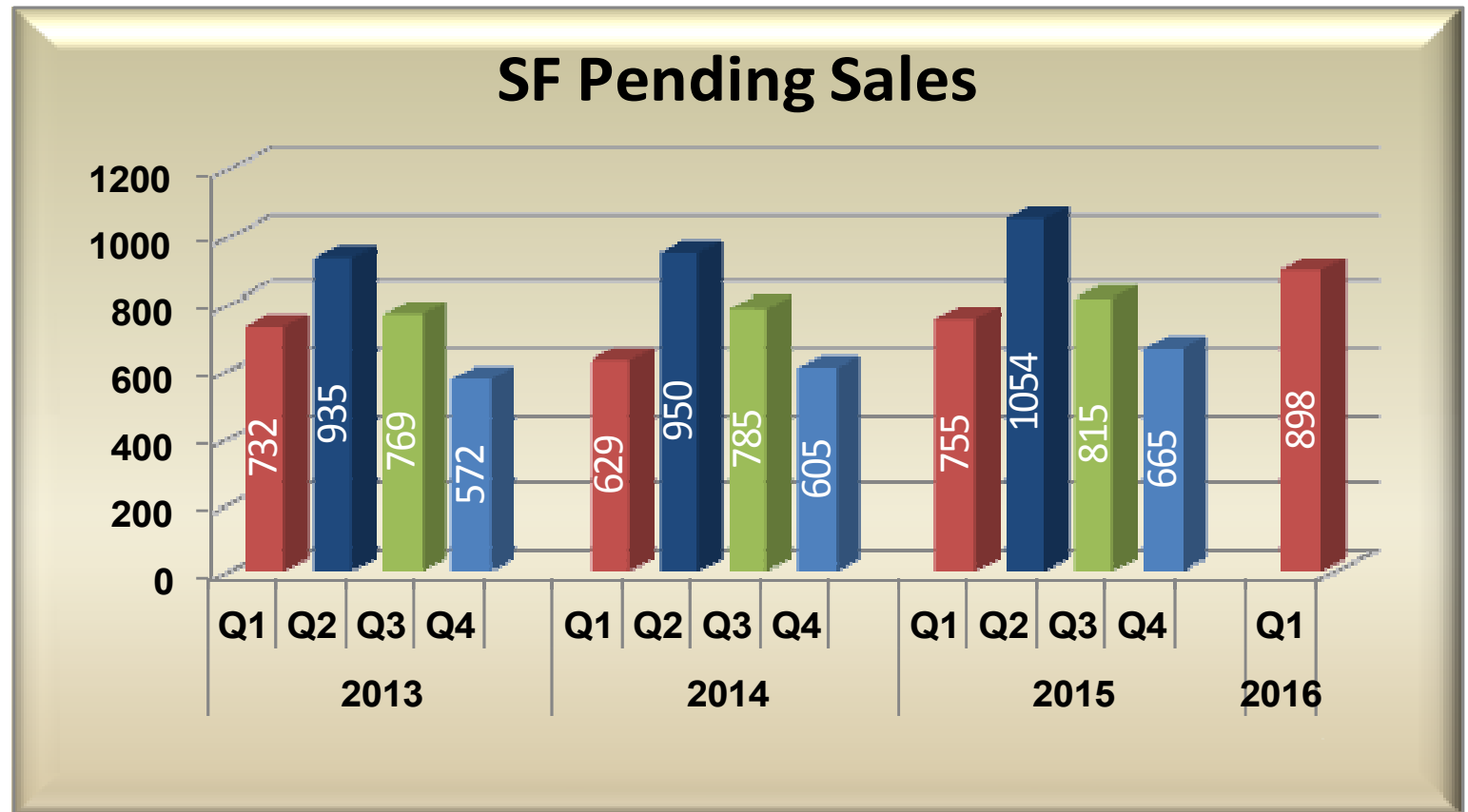




Market Update

■ Single Family Pending Sales

- YTD 2016 vs. 2015: 18.9%
- Q1 2016 vs. Q1 2015: 18.9%

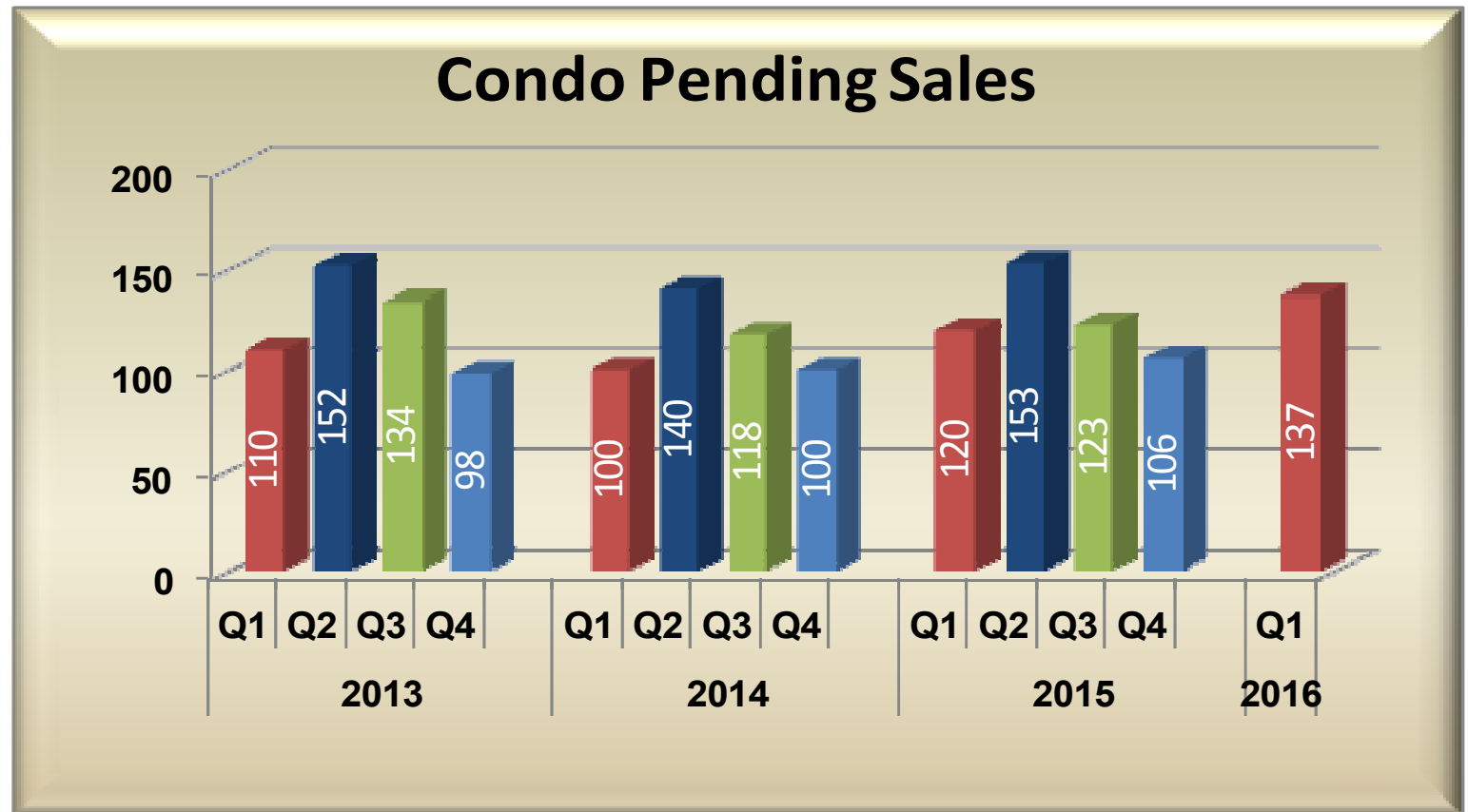




Market Update

Condo Pending Sales

- YTD 2016 vs. 2015: 18.9%
- Q1 2016 vs. Q1 2015: 18.9%

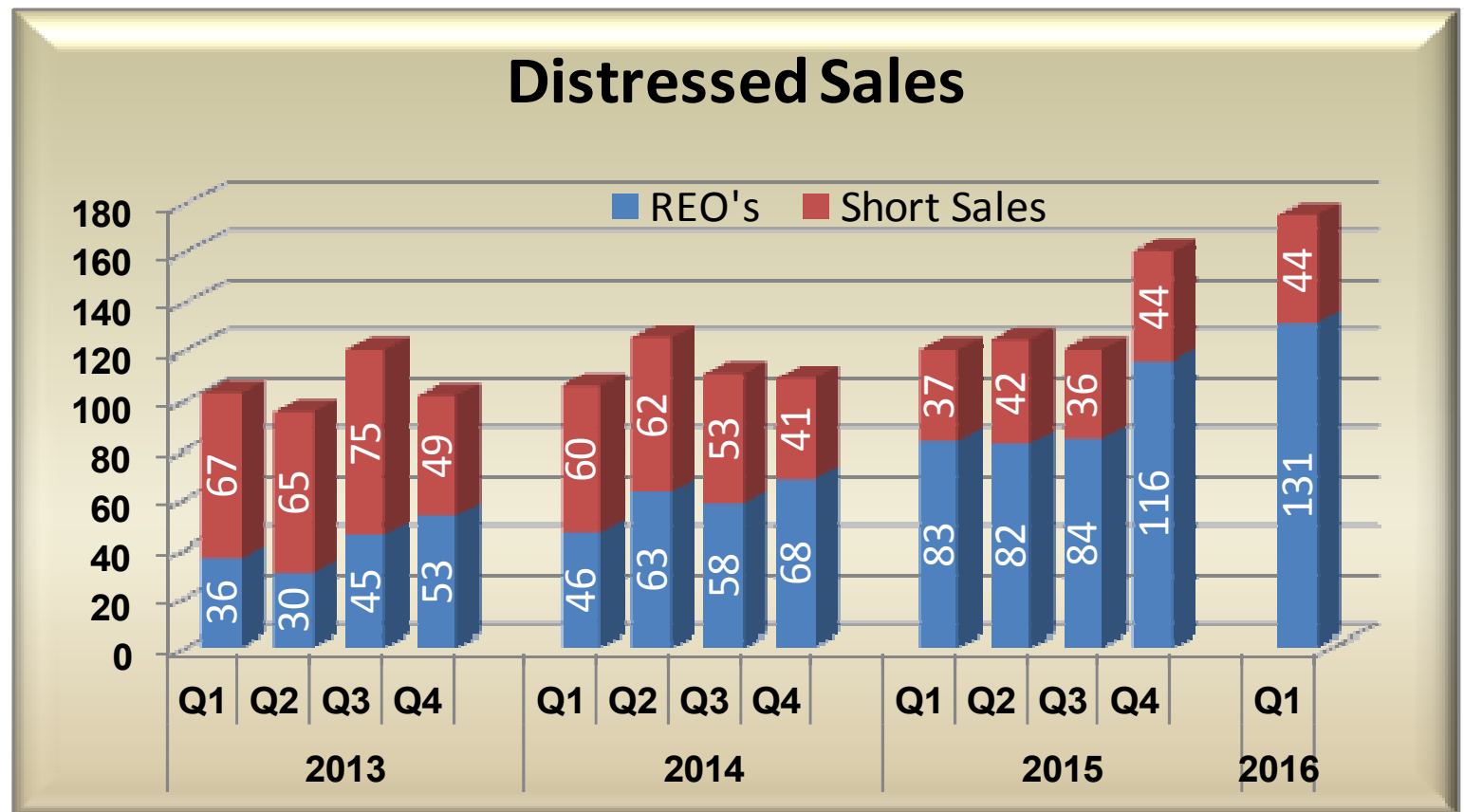




Market Update

Distressed Sales

- YTD 2016 vs. 2015: 45.8%
- Q1 2016 vs. Q1 2015: +45.8%





Market Update

- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	52	61	42
Hamilton Twp	32	25	18
Ewing Twp	15	11	5
East Windsor Twp	13	8	8
Lawrence Twp	10	3	3
West Windsor Twp	2	2	1
Robbinsville Twp	2	3	2



Market Update

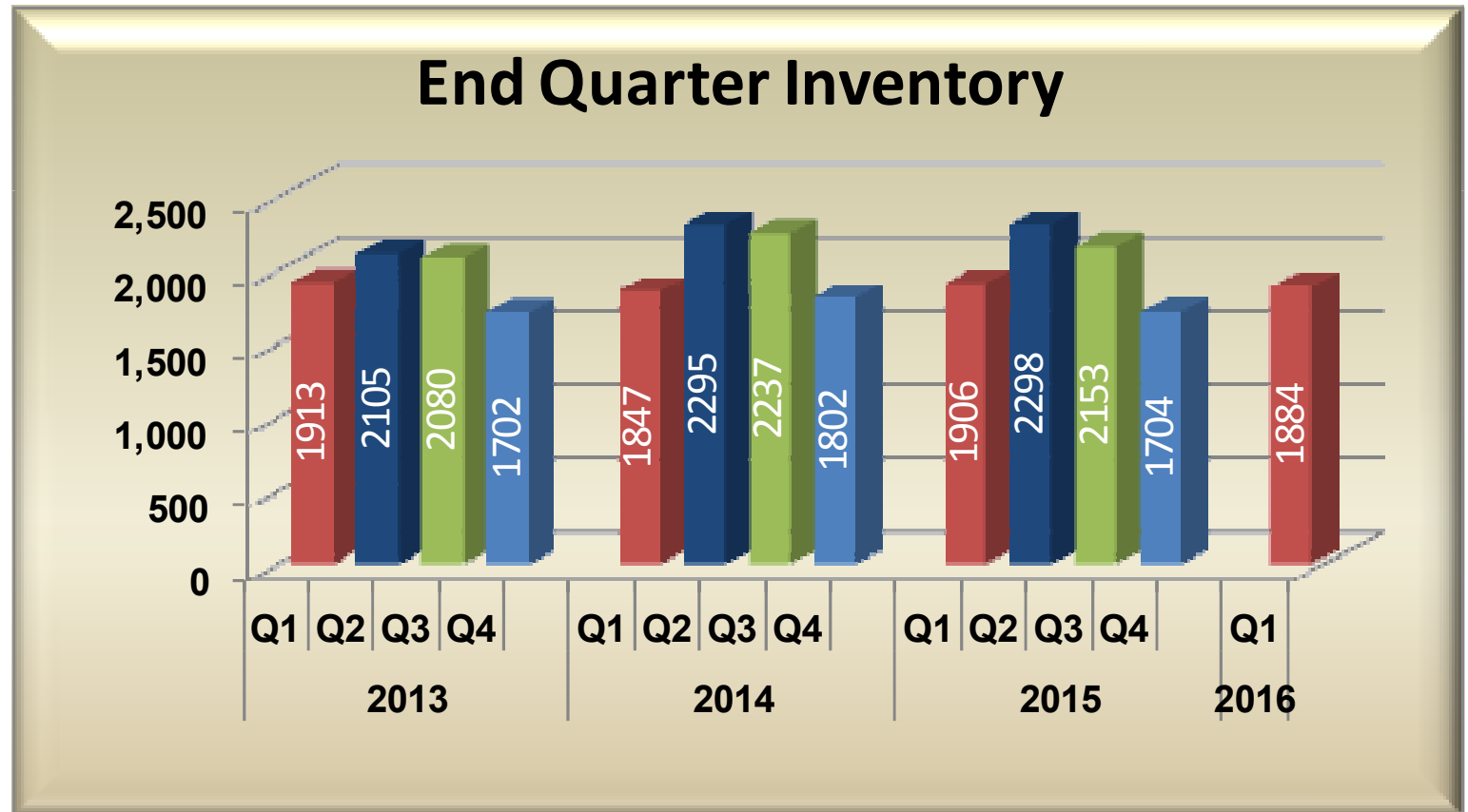
- Highest % of Distressed Sales
 - REO Sales plus Short Sales
 - Minimum of 10 Sales in the quarter

% Distressed (Min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	63.2%	56.3%	56.3%
East Windsor Twp	28.0%	16.7%	20.4%
Ewing Twp	26.5%	22.2%	21.3%
Lawrence Twp	25.0%	8.3%	11.5%
Hightstown Boro	25.0%	16.7%	30.0%
Hamilton Twp	23.6%	18.3%	18.4%
Hopewell Twp	6.8%	2.2%	2.5%



Market Update

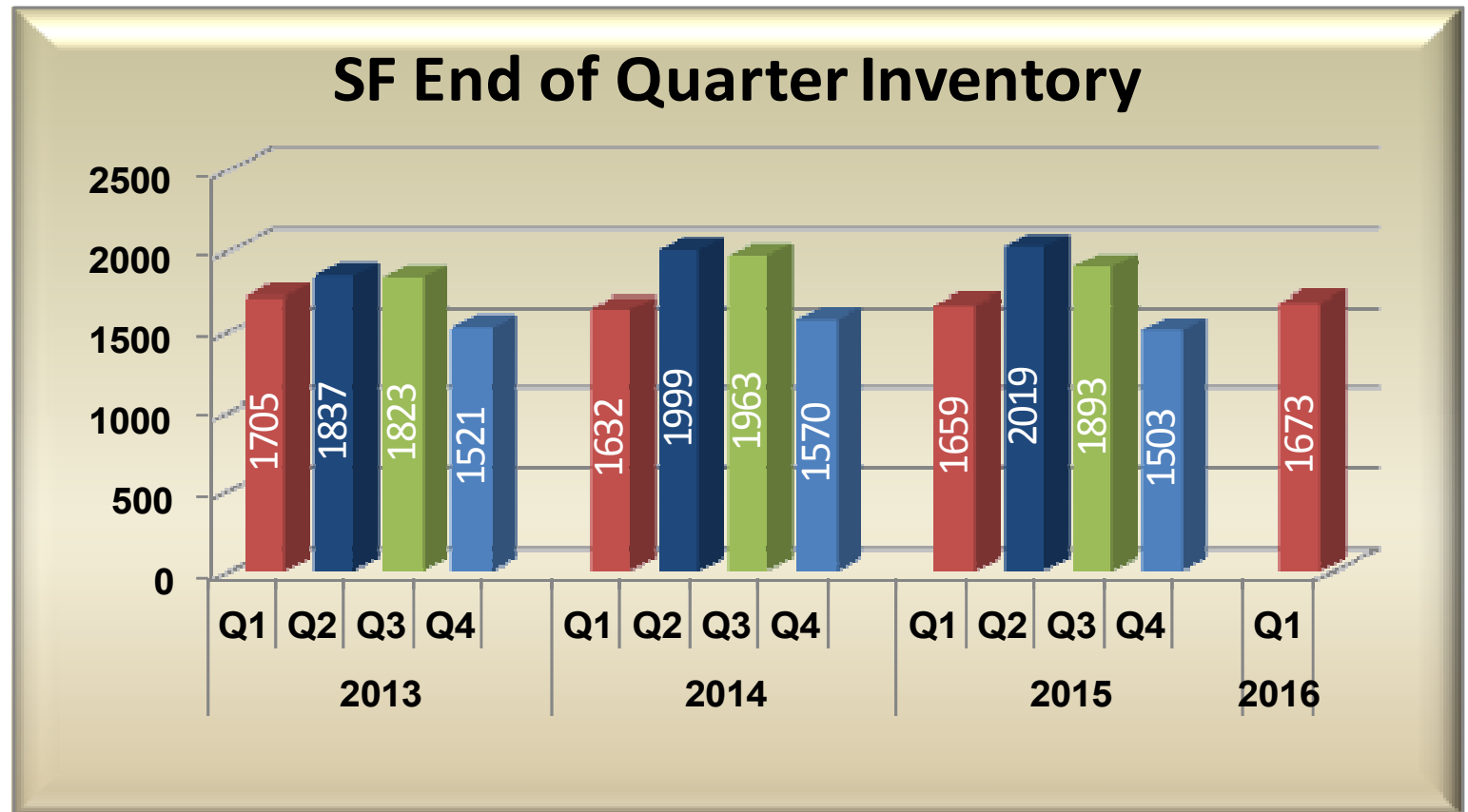
- End of Quarter Inventory
 - Q1 2016 vs. Q4 2015: 10.6%
 - Q1 2016 vs. Q1 2015: -1.2%





Market Update

- Single Family End of Quarter Inventory
 - Q1 2016 vs. Q4 2015: 11.3%
 - Q1 2016 vs. Q1 2015: + 0.8%





Market Update

Condo End of Quarter Inventory

- Q1 2016 vs. Q4 2015: 5.0%
- Q1 2016 vs. Q1 2015: -14.6%

