



[County](#)

Mercer County

Quarterly Update

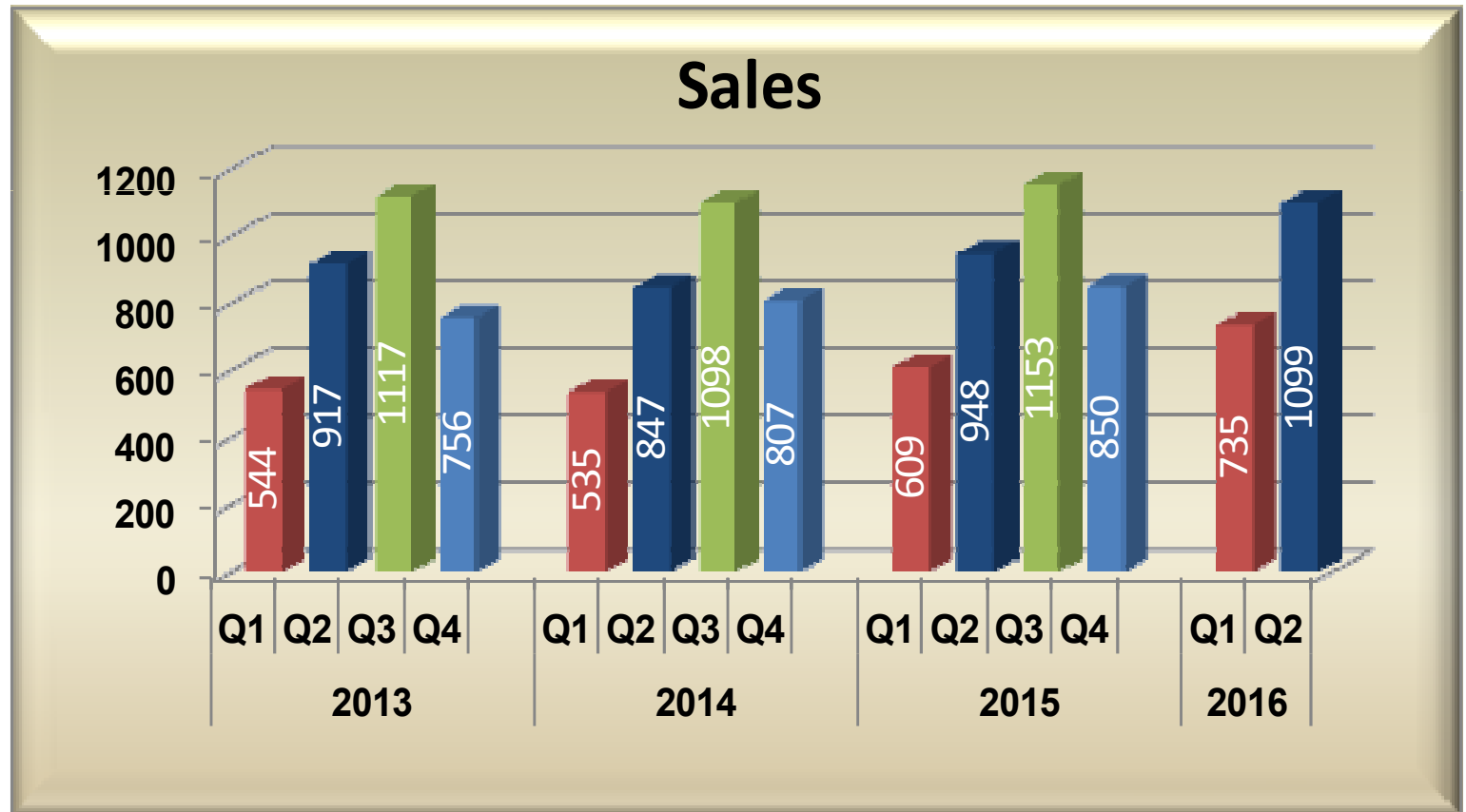
Second Quarter 2016 Report



Market Update

■ Total Quarterly Sales

- YTD 2016 vs. 2015: 17.8%
- Q2 2016 vs. Q2 2015: 15.9%

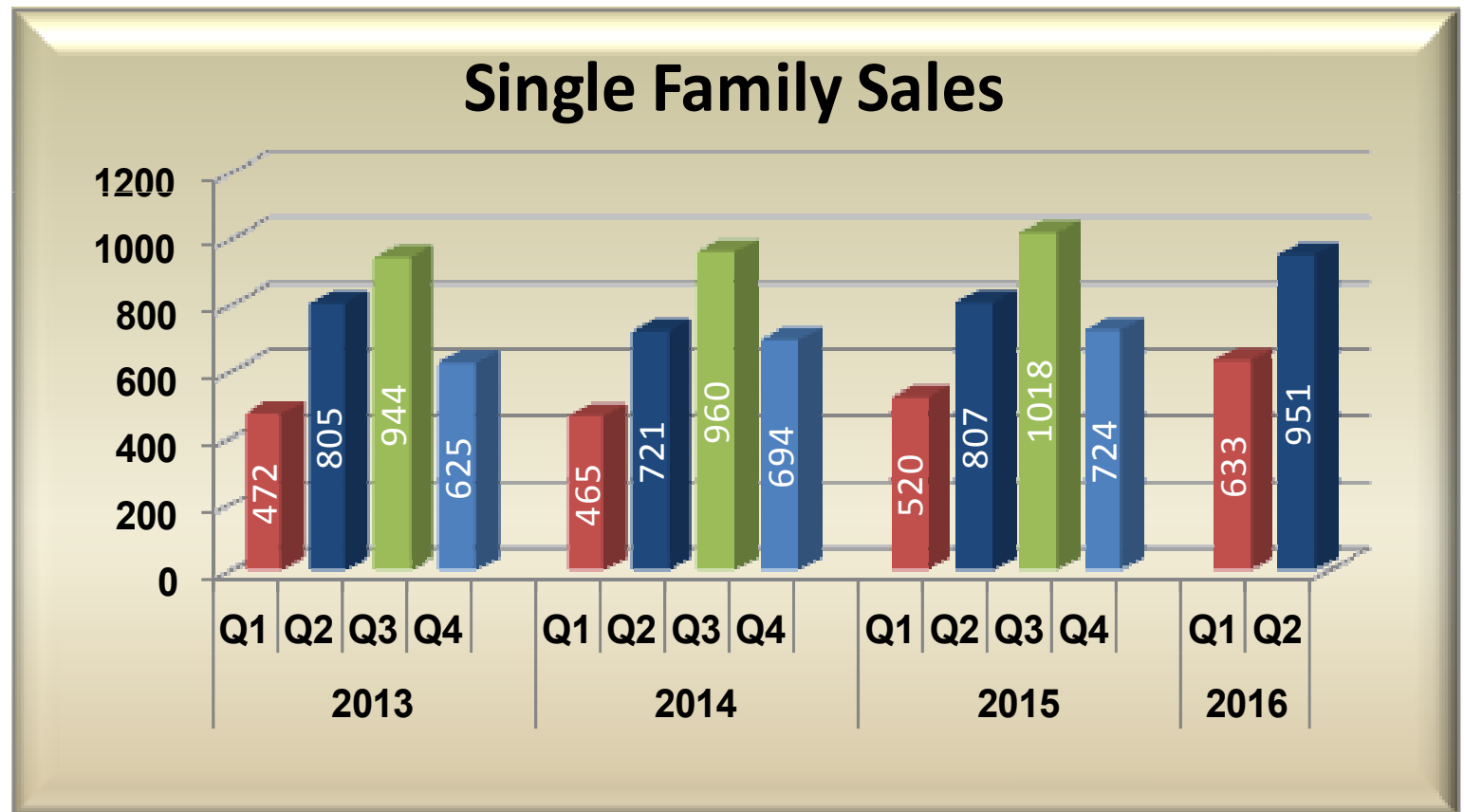




Market Update

■ Single Family Quarterly Sales

- YTD 2016 vs. 2015: 19.4%
- Q2 2016 vs. Q2 2015: 17.8%

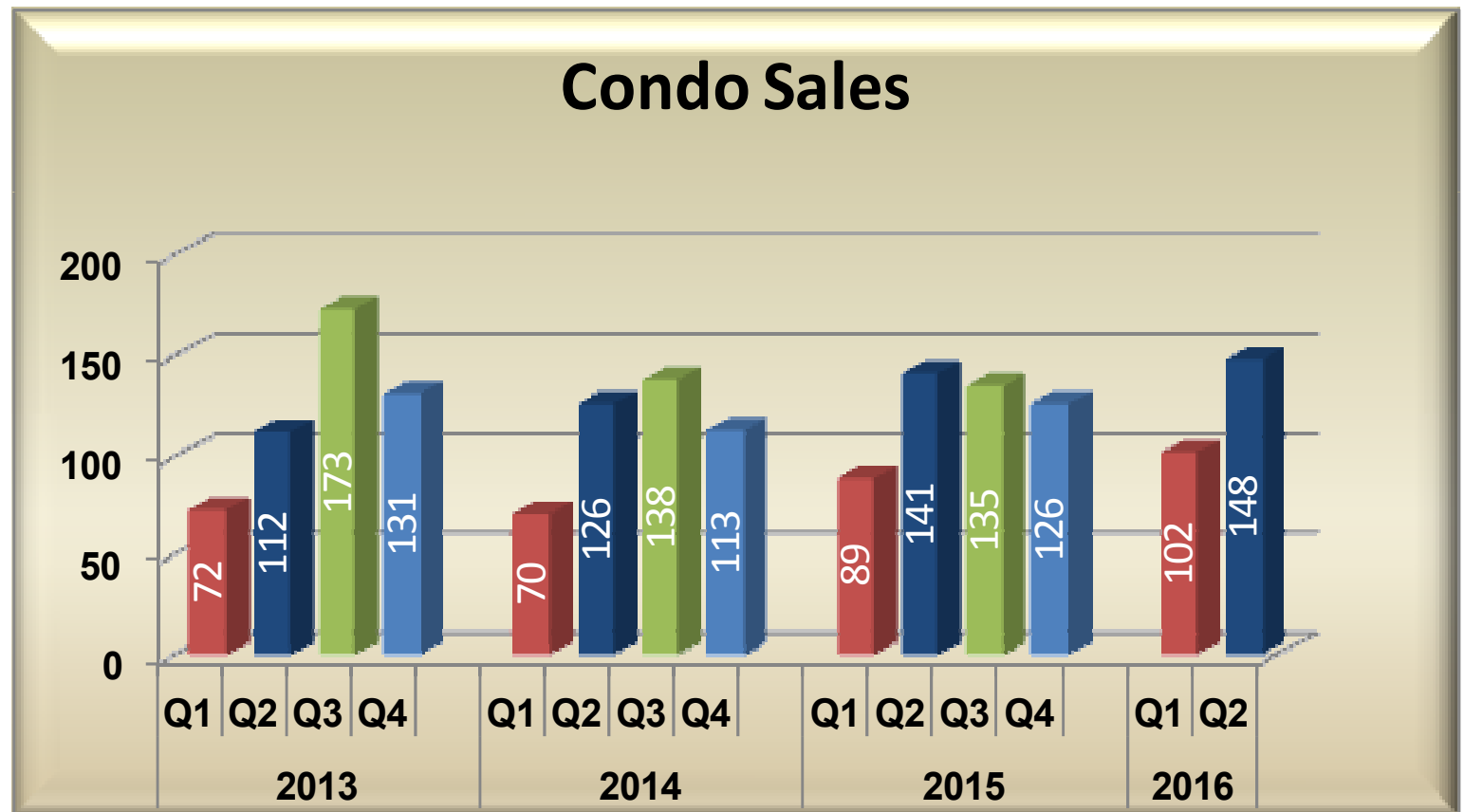




Market Update

Condo Quarterly Sales

- YTD 2016 vs. 2015: 8.7%
- Q2 2016 vs. Q2 2015: 5.0%

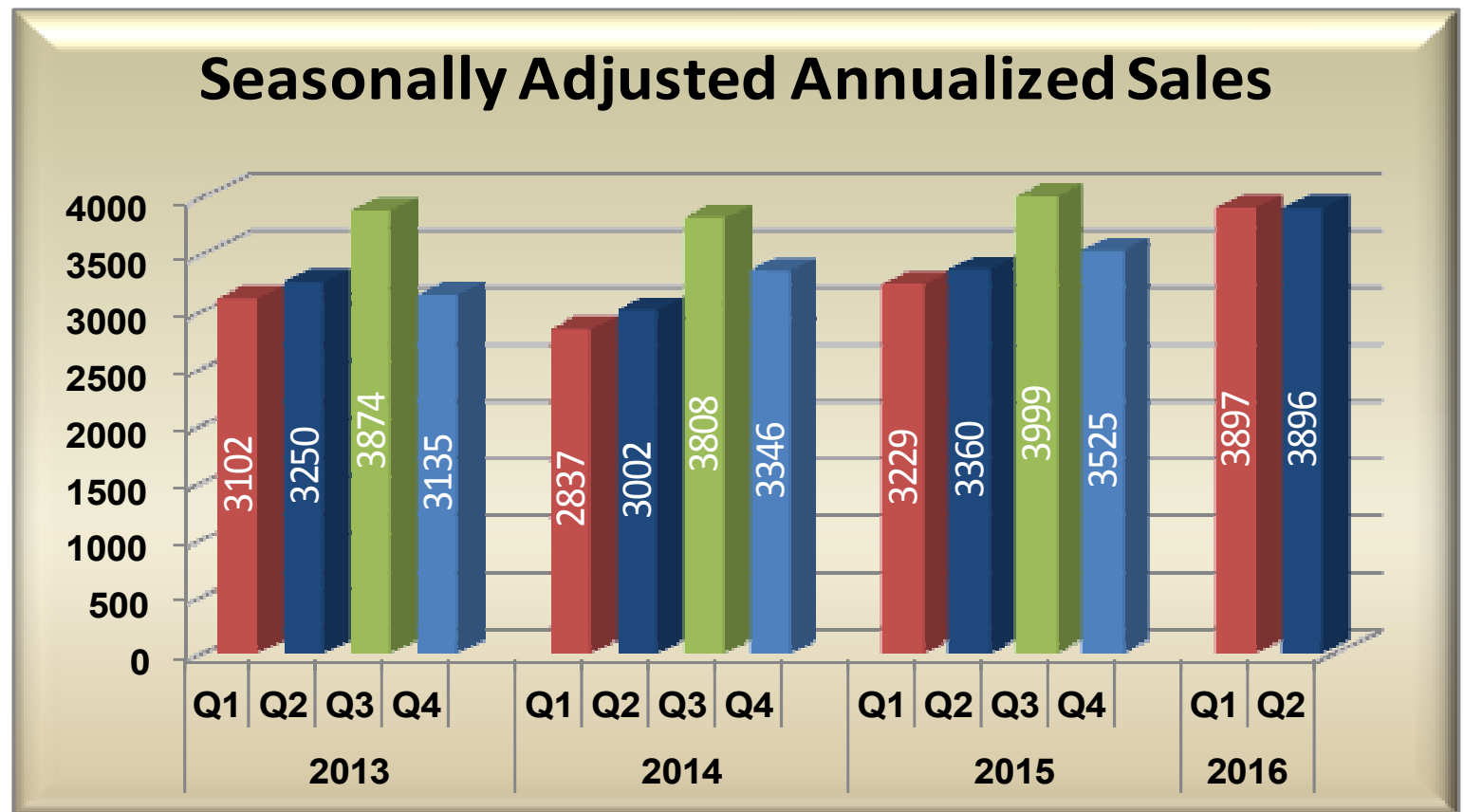




Market Update

Seasonally Adjusted Annualized Sales

- Q2 2016 vs. Q1 2016: 0.0%
- Q2 2016 vs. Q2 2015: 15.9%





Market Update

- Townships with the highest number of sales this quarter

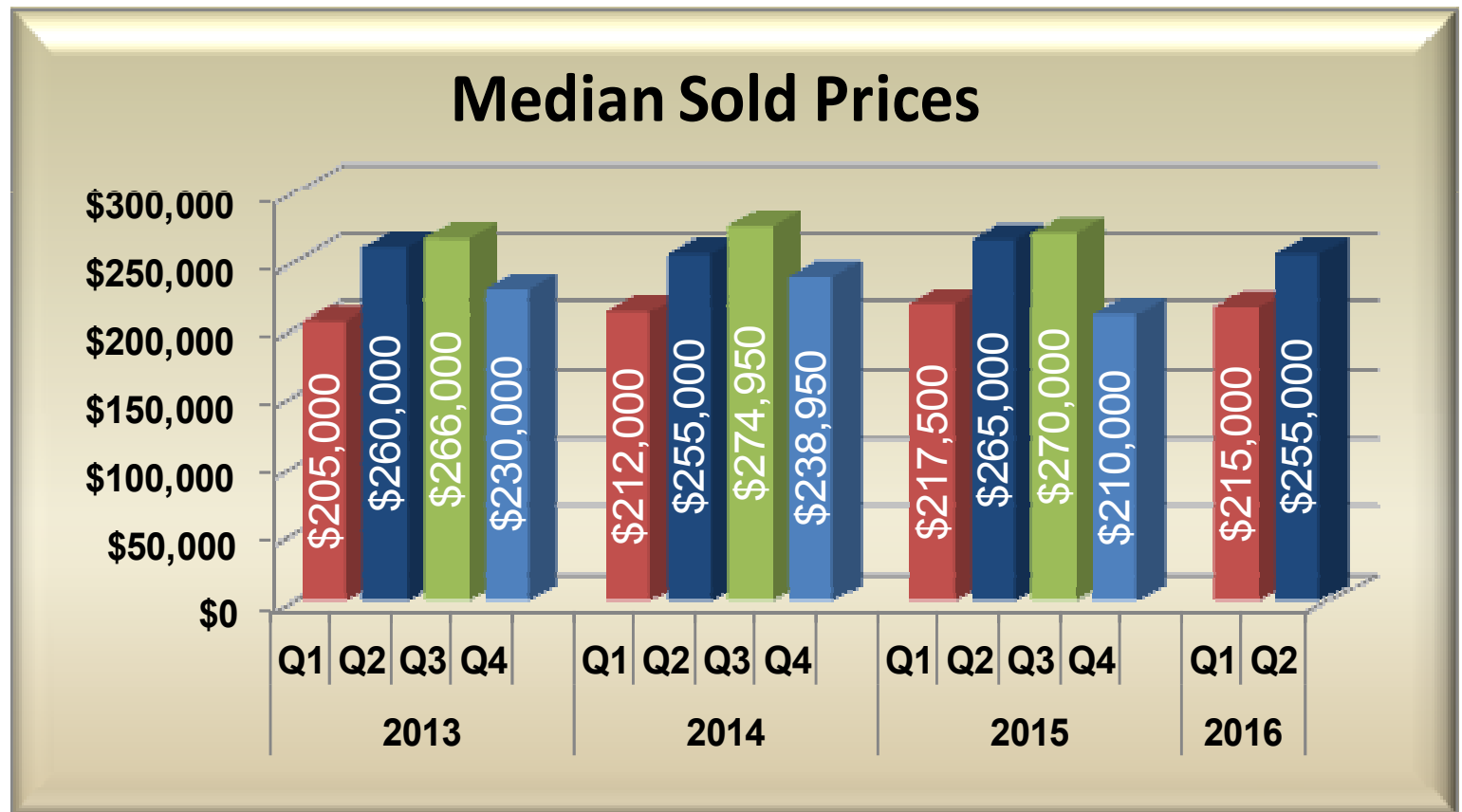
Sales	Current Quarter	Previous Quarter	1 Year Ago
Hamilton Twp	278	190	216
Ewing Twp	116	79	82
Trenton City	115	99	109
East Windsor Twp	107	57	71
Lawrence Twp	101	66	85
West Windsor Twp	94	64	96
Hopewell Twp	88	59	96



Market Update

■ Median Sold Price

- YTD 2016 vs. 2015: -2.0%
- Q2 2016 vs. Q2 2015: -3.8%

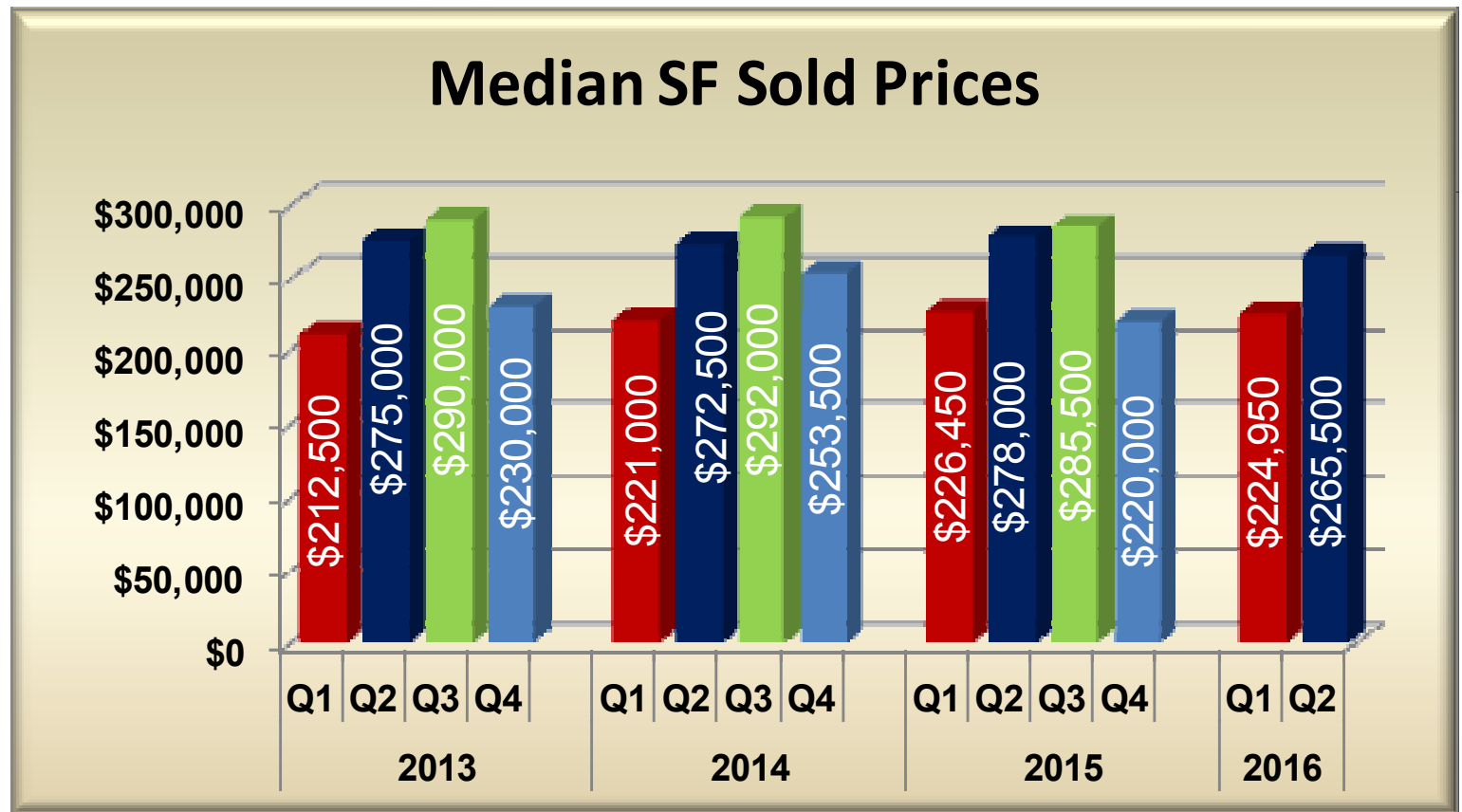




Market Update

Median SF Sold Price

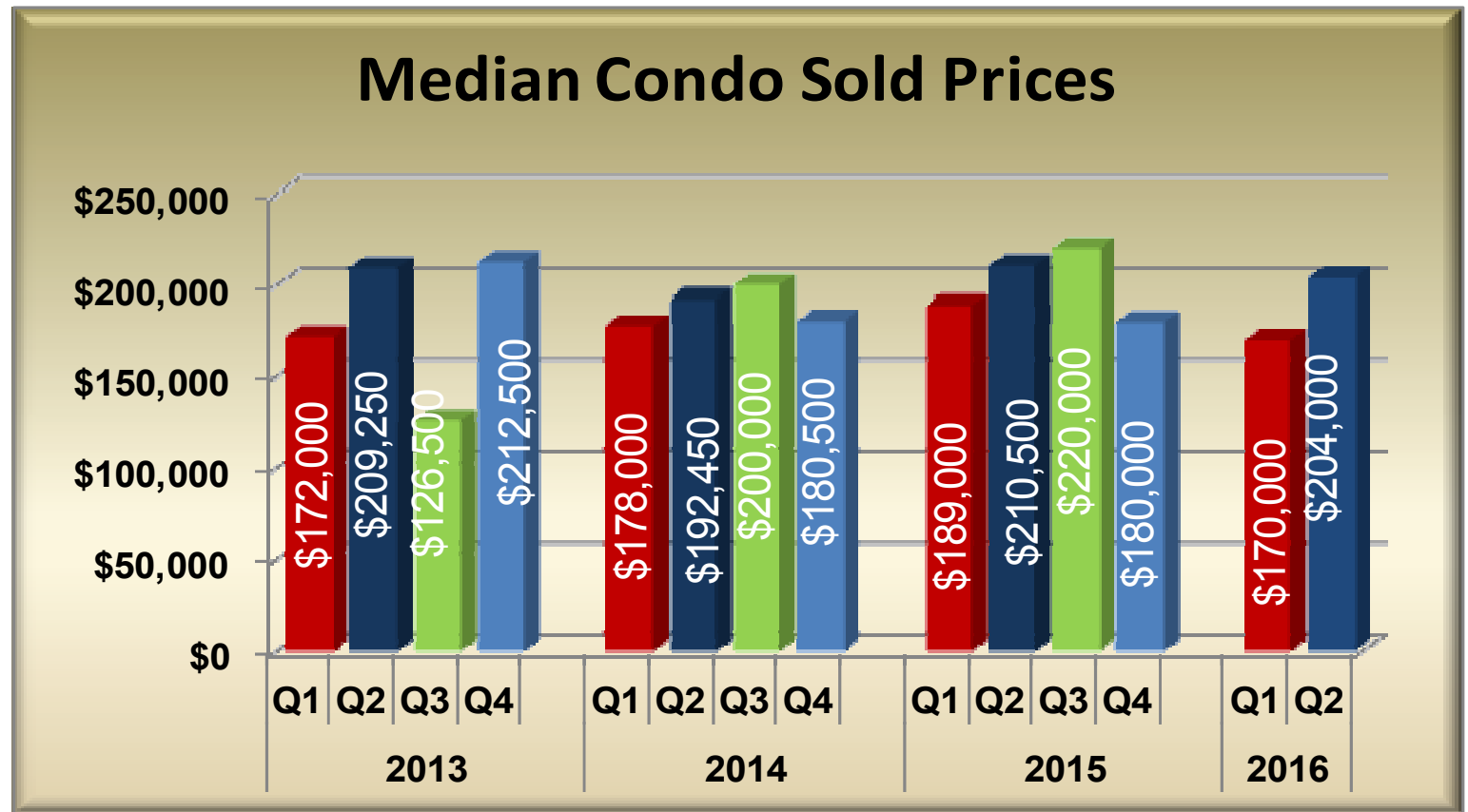
- YTD 2016 vs. 2015: -2.8%
- Q2 2016 vs. Q2 2015: -4.5%





Market Update

- Median Condo Sold Price
 - YTD 2016 vs. 2015: -5.4%
 - Q2 2016 vs. Q2 2015: -3.1%

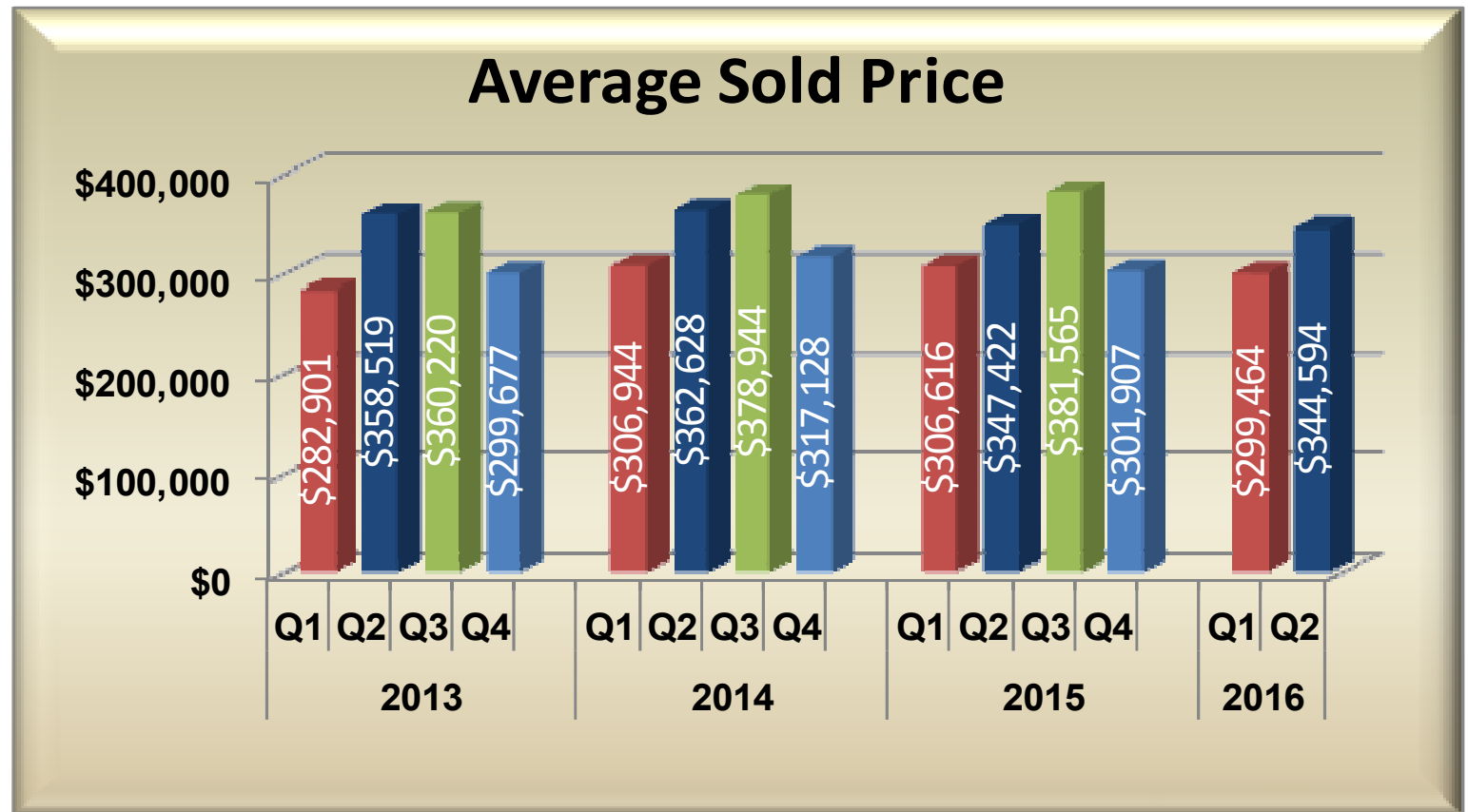




Market Update

■ Average Sold Price

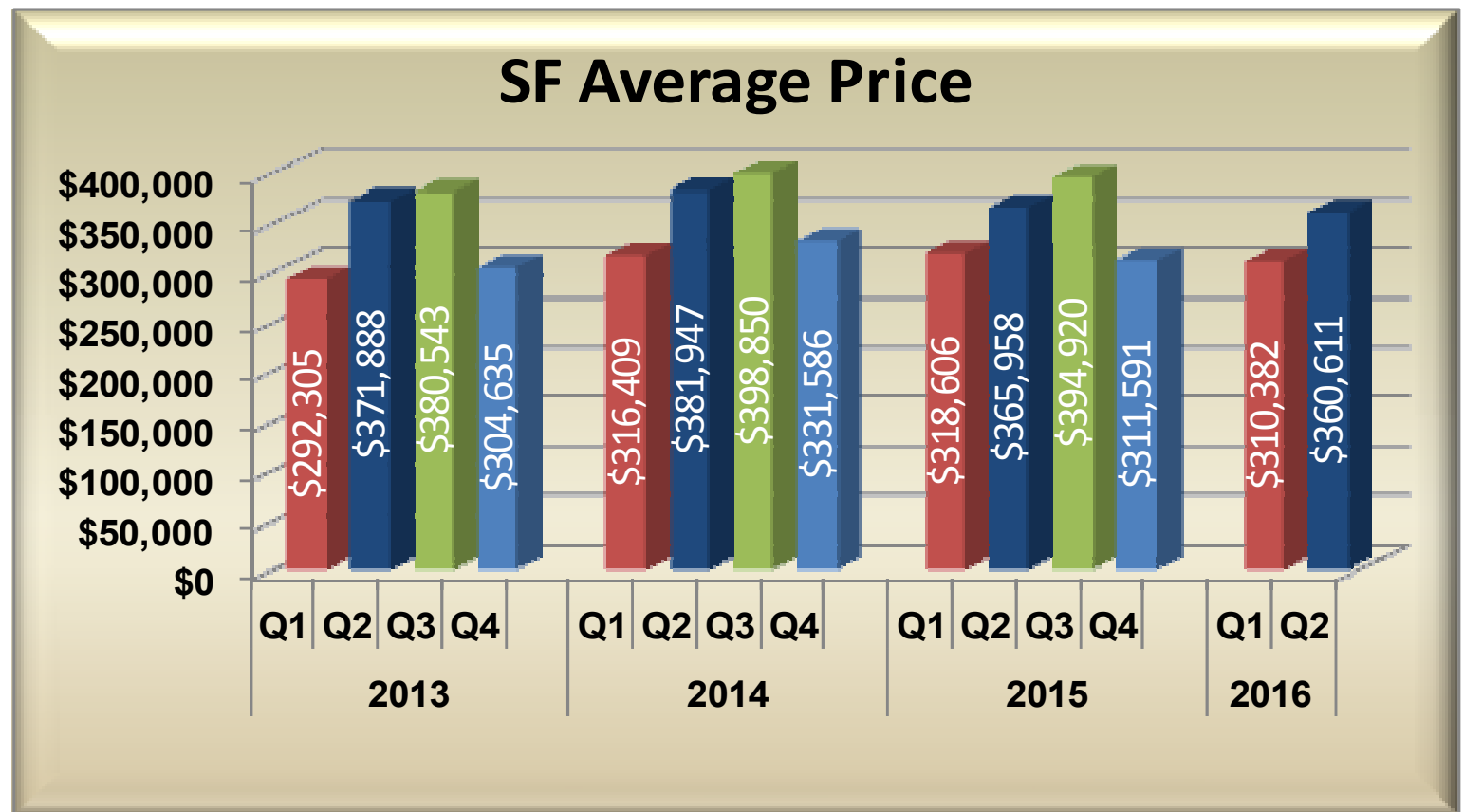
- YTD 2016 vs. 2015: -1.5%
- Q2 2016 vs. Q2 2015: -0.8%





Market Update

- Average Sold Price for Single Family
 - YTD 2016 vs. 2015: -2.0%
 - Q2 2016 vs. Q2 2015: -1.5%

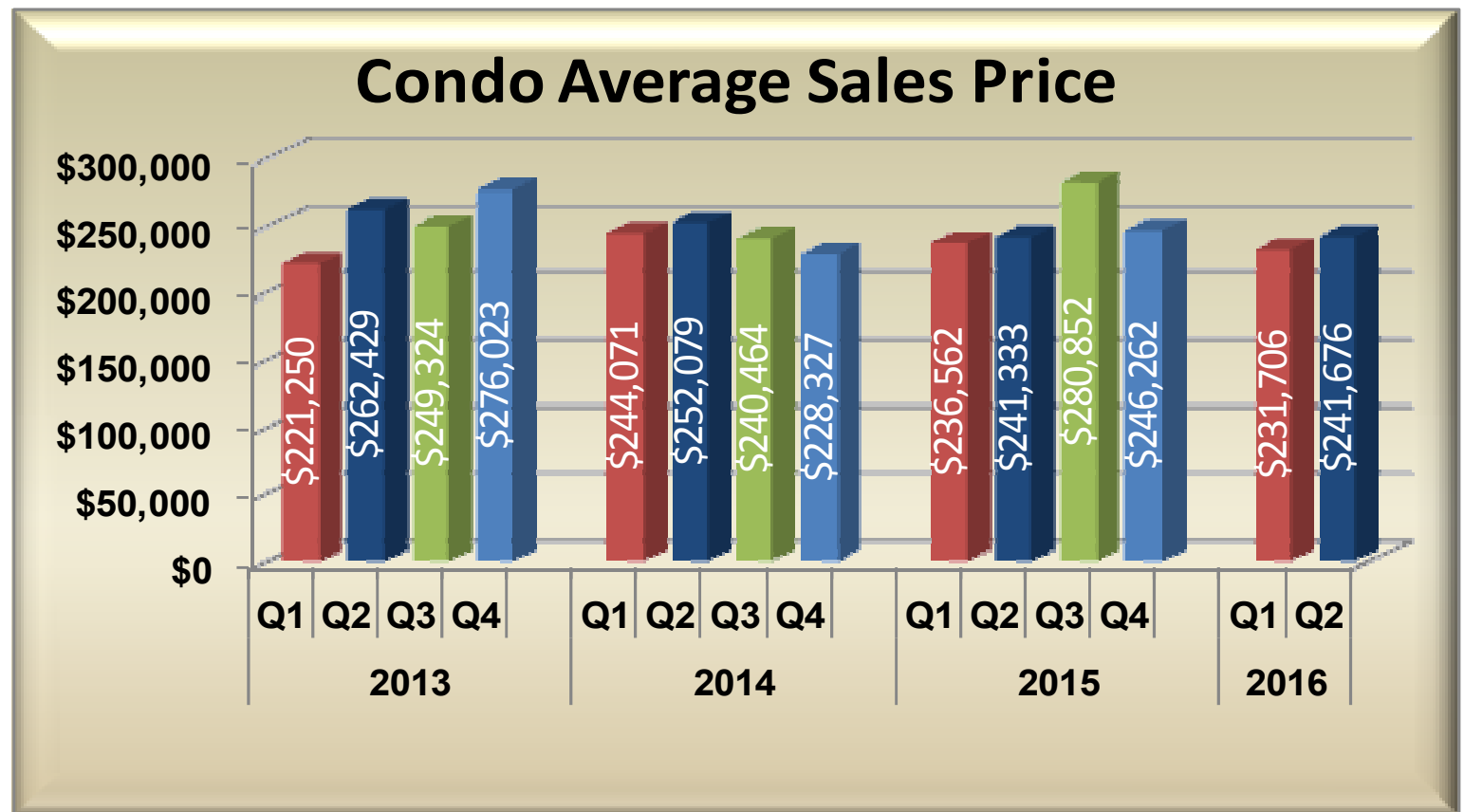




Market Update

■ Average Sold Price for Condos

- YTD 2016 vs. 2015: -0.8%
- Q2 2016 vs. Q2 2015: 0.1%





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	\$ 566,720	\$ 525,864	\$ 562,948
Hopewell Twp	\$ 512,849	\$ 484,495	\$ 495,104
Pennington Boro	\$ 475,964	\$ 580,143	\$ 427,965
Lawrence Twp	\$ 342,373	\$ 233,844	\$ 329,964
Robbinsville Twp	\$ 339,001	\$ 339,482	\$ 336,583
East Windsor Twp	\$ 273,280	\$ 205,478	\$ 260,367
Hamilton Twp	\$ 215,644	\$ 190,255	\$ 218,991



Market Update

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

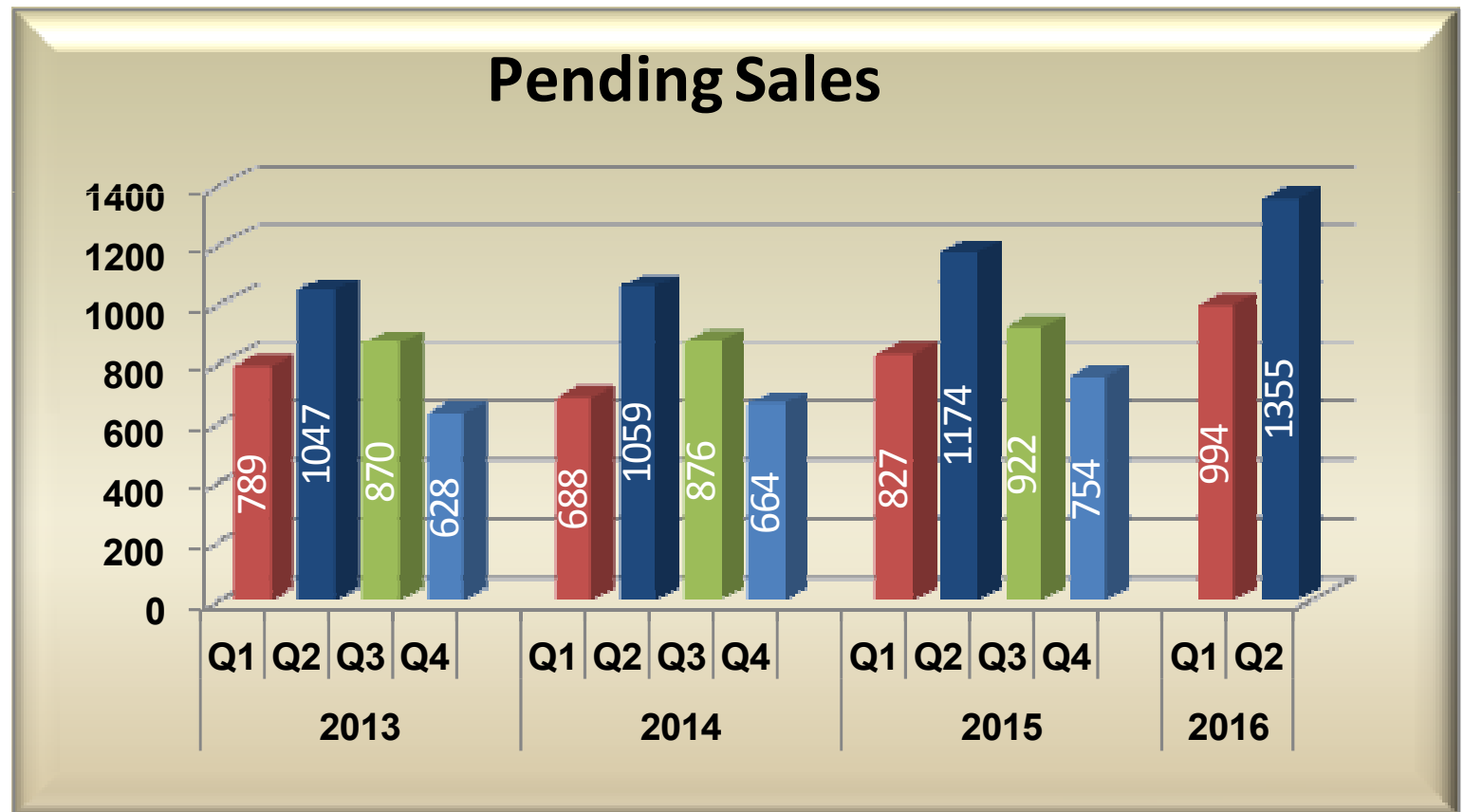
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	\$ 51,561	\$ 50,101	\$ 52,156
Ewing Twp	\$ 176,284	\$ 183,413	\$ 180,180
Hightstown Boro	\$ 191,991	\$ 219,542	\$ 235,423
Hamilton Twp	\$ 215,644	\$ 190,255	\$ 218,991
East Windsor Twp	\$ 273,280	\$ 205,478	\$ 260,367
Robbinsville Twp	\$ 339,001	\$ 339,482	\$ 336,583
Lawrence Twp	\$ 342,373	\$ 233,844	\$ 329,964



Market Update

■ Pending Sales

- YTD 2016 vs. 2015: 17.4%
- Q2 2016 vs. Q2 2015: 15.4%

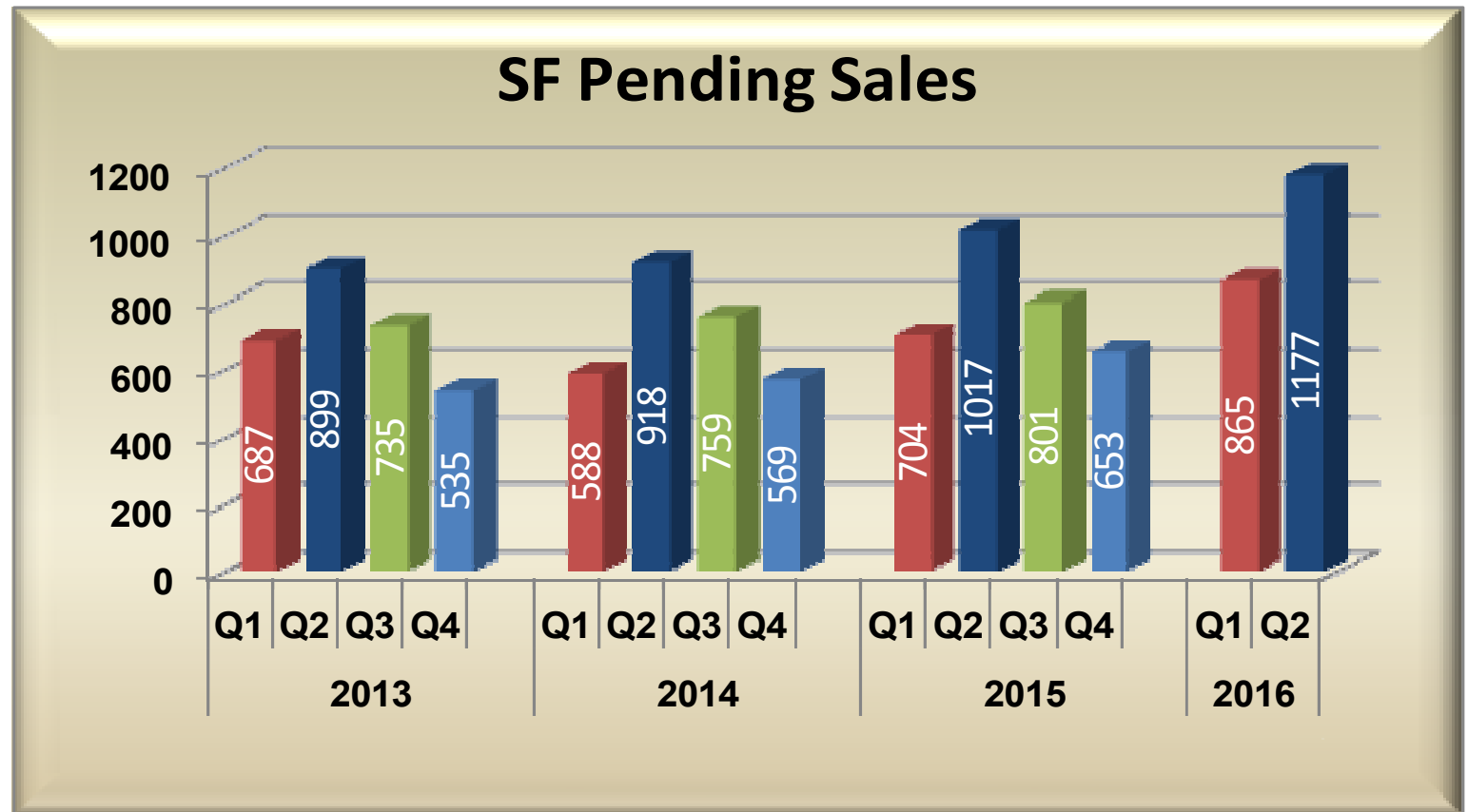




Market Update

■ Single Family Pending Sales

- YTD 2016 vs. 2015: 18.7%
- Q2 2016 vs. Q2 2015: 15.7%

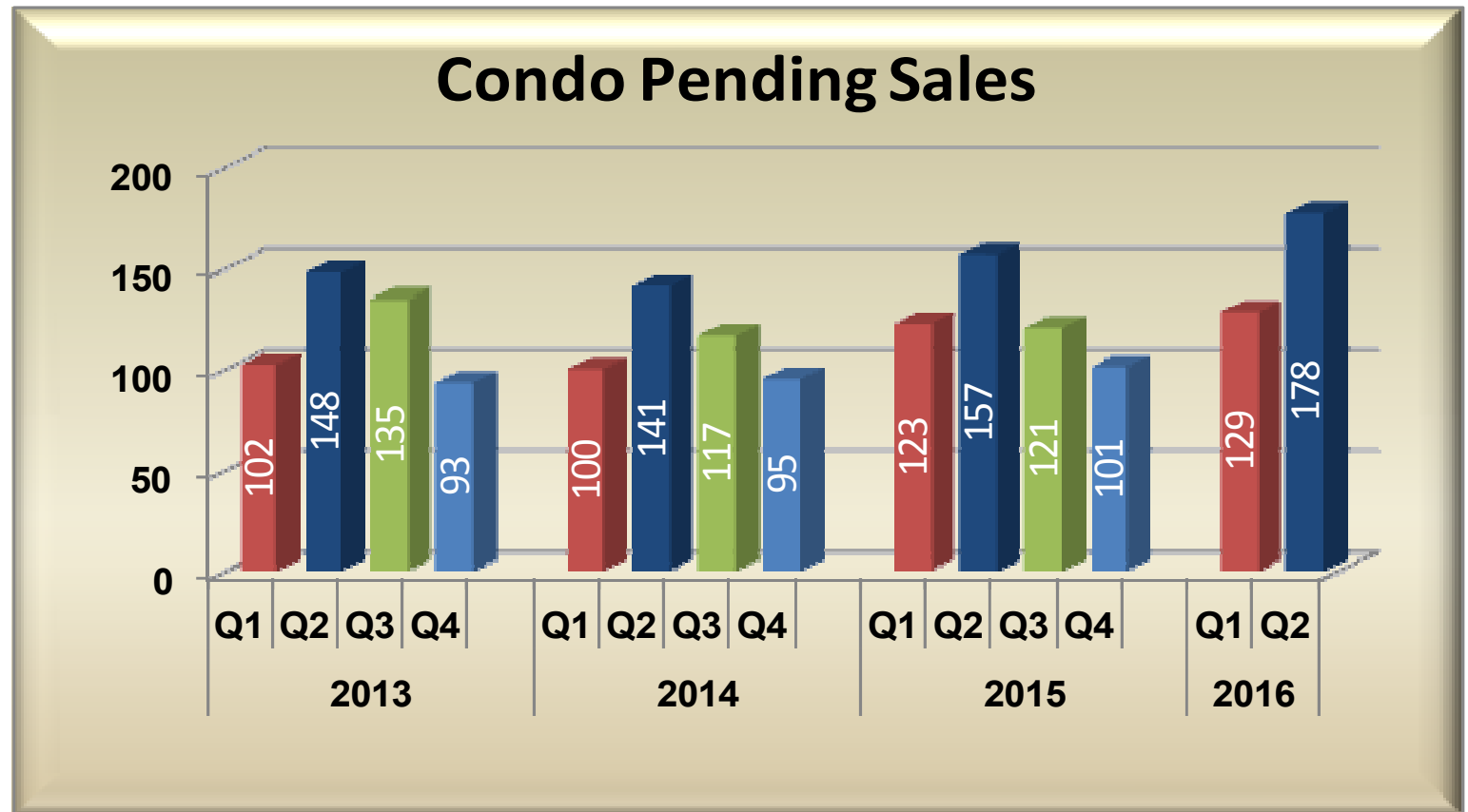




Market Update

Condo Pending Sales

- YTD 2016 vs. 2015: 18.7%
- Q2 2016 vs. Q2 2015: 15.7%

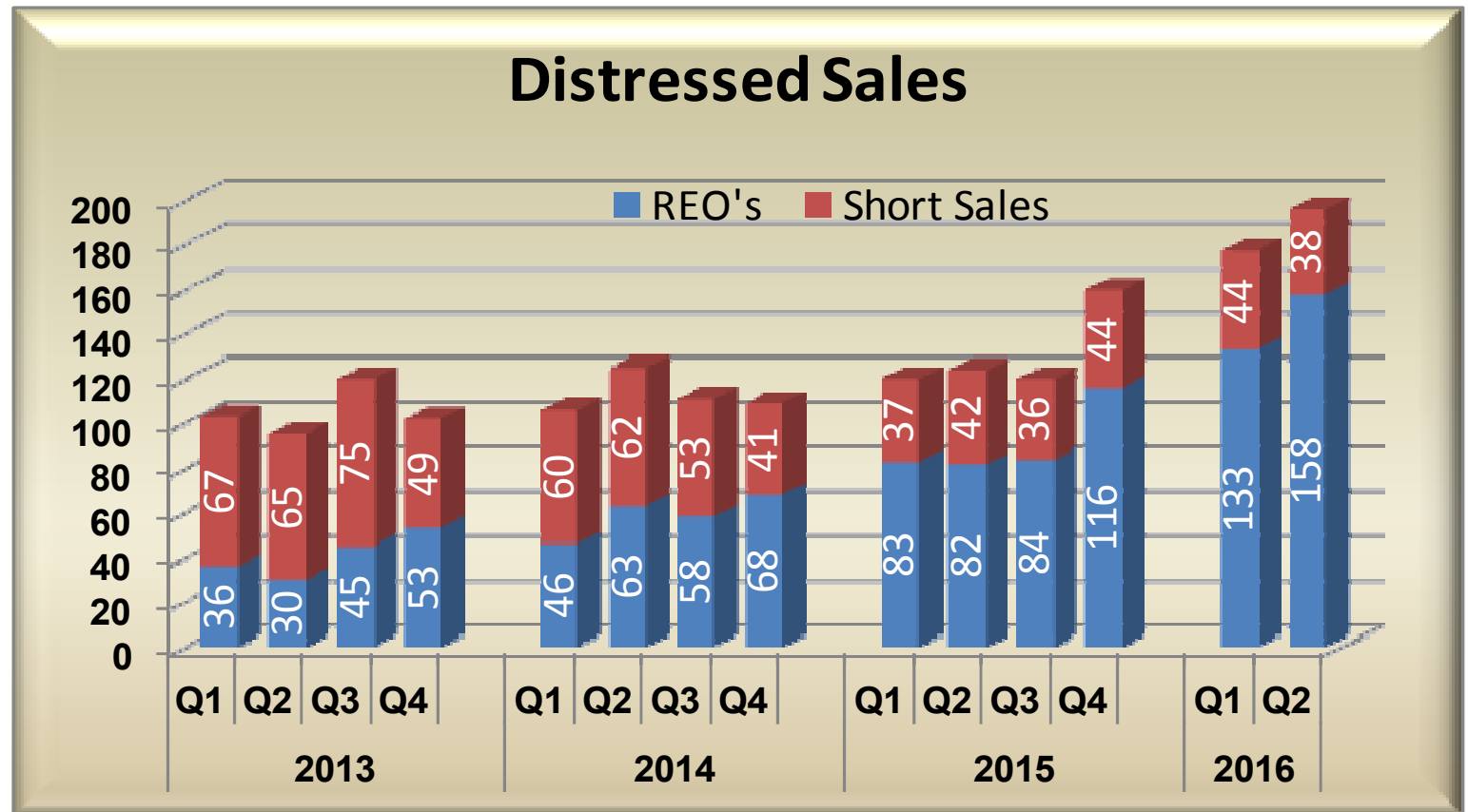




Market Update

Distressed Sales

- YTD 2016 vs. 2015: 52.9%
- Q2 2016 vs. Q2 2015: +58.1%





Market Update

- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	65	53	41
Hamilton Twp	41	32	16
Ewing Twp	26	15	8
East Windsor Twp	11	13	10
Lawrence Twp	7	11	2
Robbinsville Twp	3	2	3
Hopewell Twp	2	1	1



Market Update

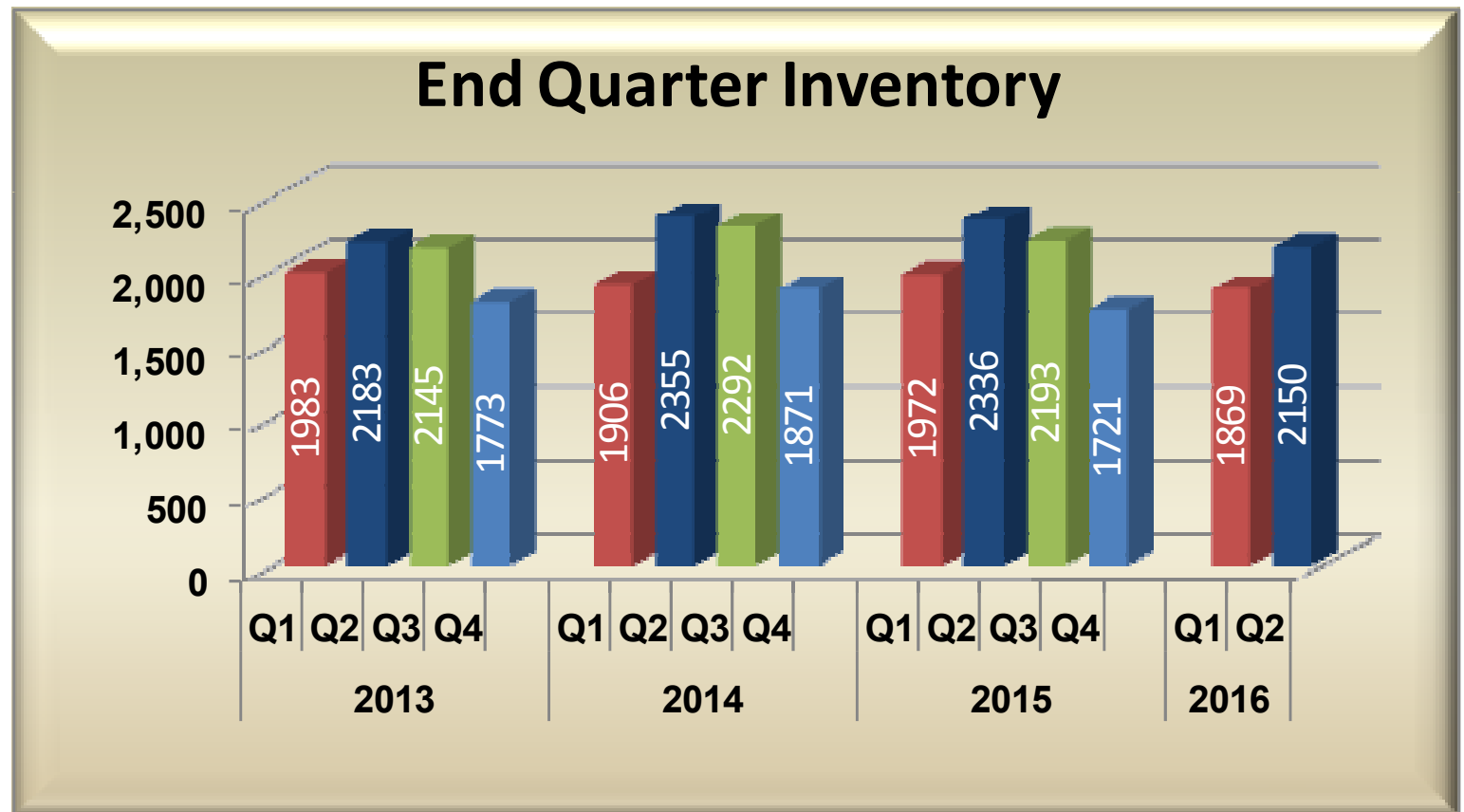
- Highest % of Distressed Sales
 - REO Sales plus Short Sales
 - Minimum of 10 Sales in the quarter

% Distressed (Min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	62.6%	63.6%	48.6%
Hightstown Boro	27.2%	25.0%	8.0%
Ewing Twp	26.7%	26.6%	17.1%
Hamilton Twp	19.4%	23.7%	13.9%
East Windsor Twp	13.0%	28.1%	18.3%
Robbinsville Twp	9.3%	6.7%	4.2%
Lawrence Twp	6.9%	25.8%	5.9%



Market Update

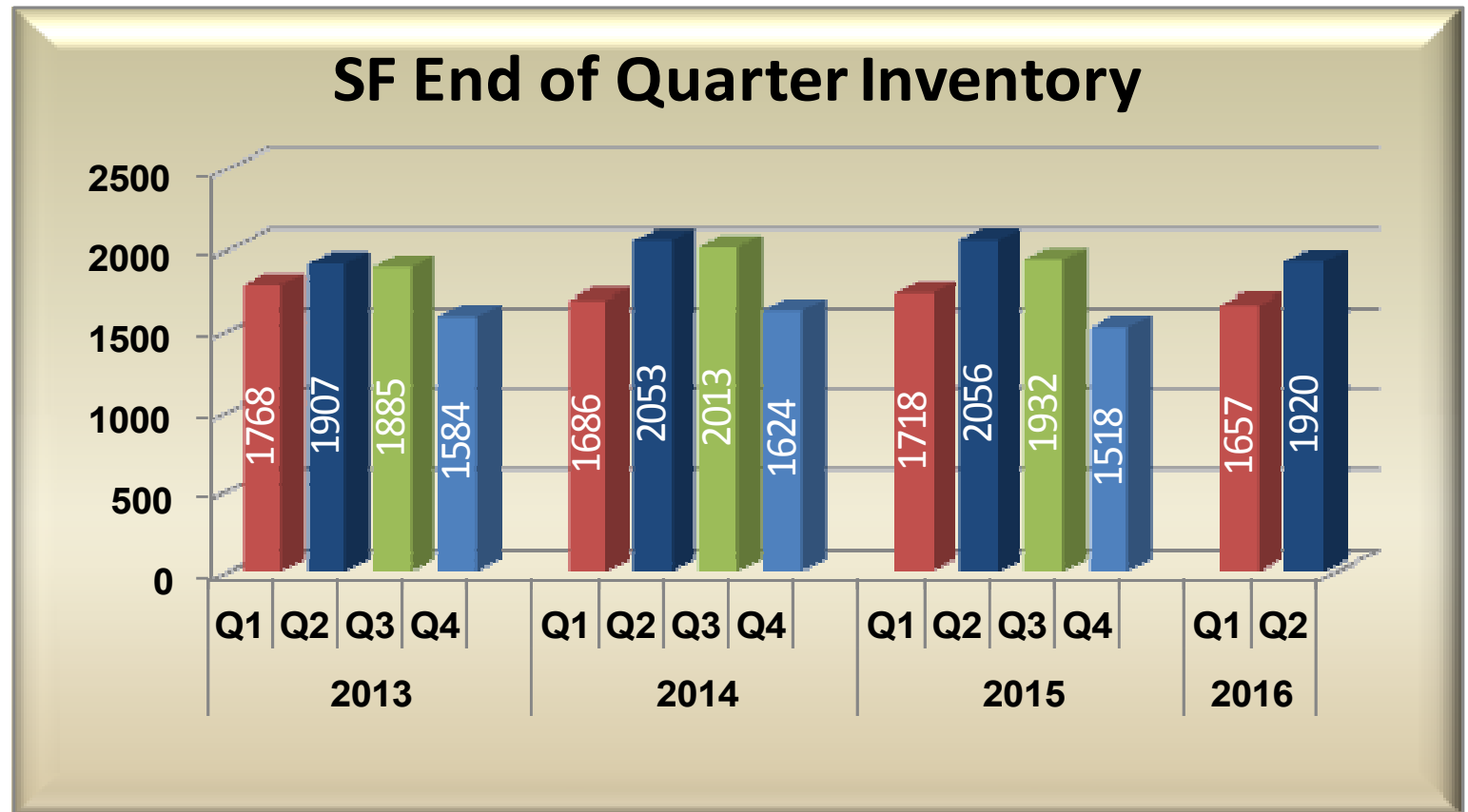
- End of Quarter Inventory
 - Q2 2016 vs. Q1 2016: 15.0%
 - Q2 2016 vs. Q2 2015: -8.0%





Market Update

- Single Family End of Quarter Inventory
 - Q2 2016 vs. Q1 2016: 15.9%
 - Q2 2016 vs. Q2 2015: - 6.6%





Market Update

■ Condo End of Quarter Inventory

- Q2 2016 vs. Q1 2016: 8.5%
- Q2 2016 vs. Q2 2015: -17.9%

