



County

Mercer County

Quarterly Update

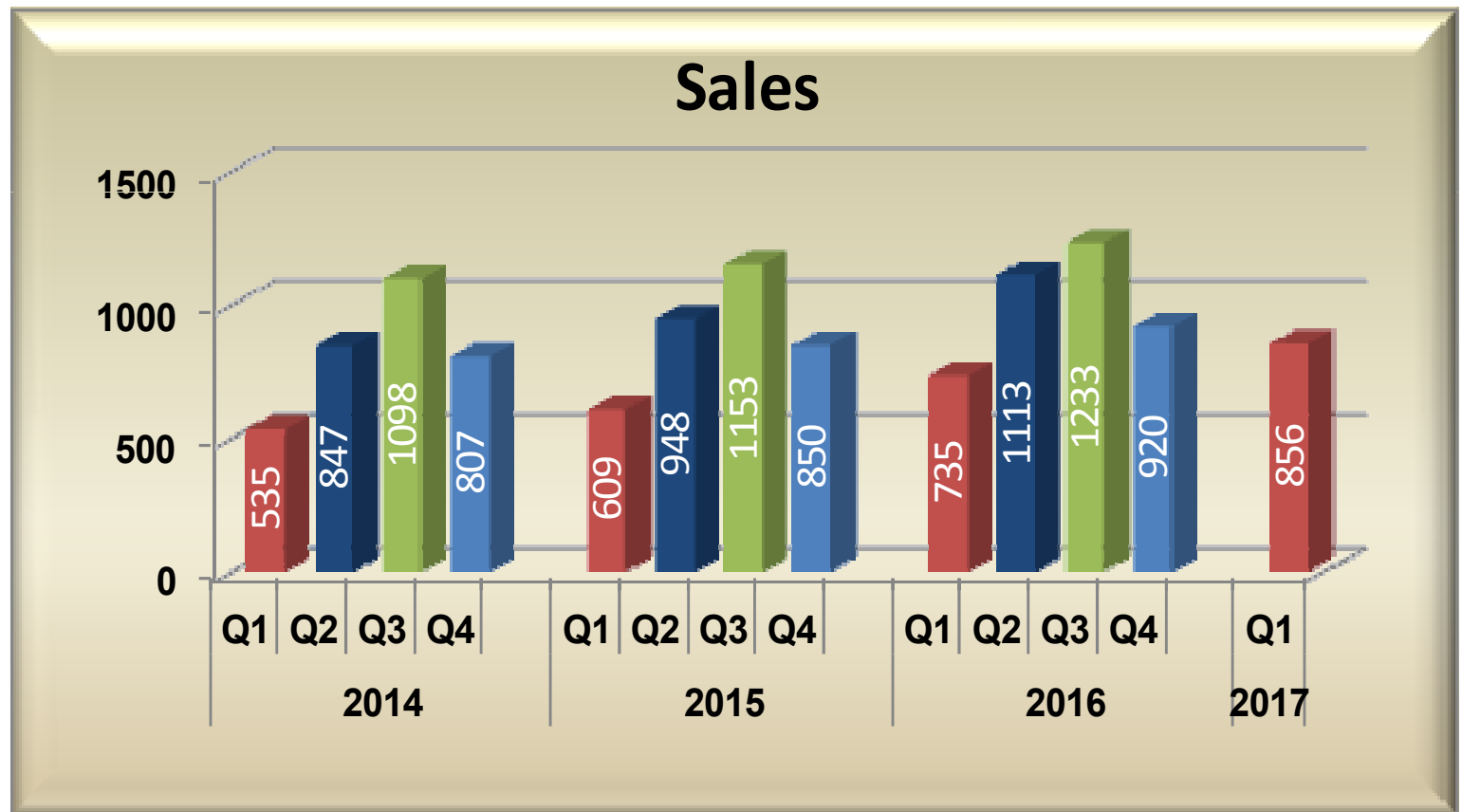
First Quarter 2017 Report



Market Update

■ Total Quarterly Sales

- YTD 2017 vs. 2016: 16.5%
- Q1 2017 vs. Q1 2016: 16.5%

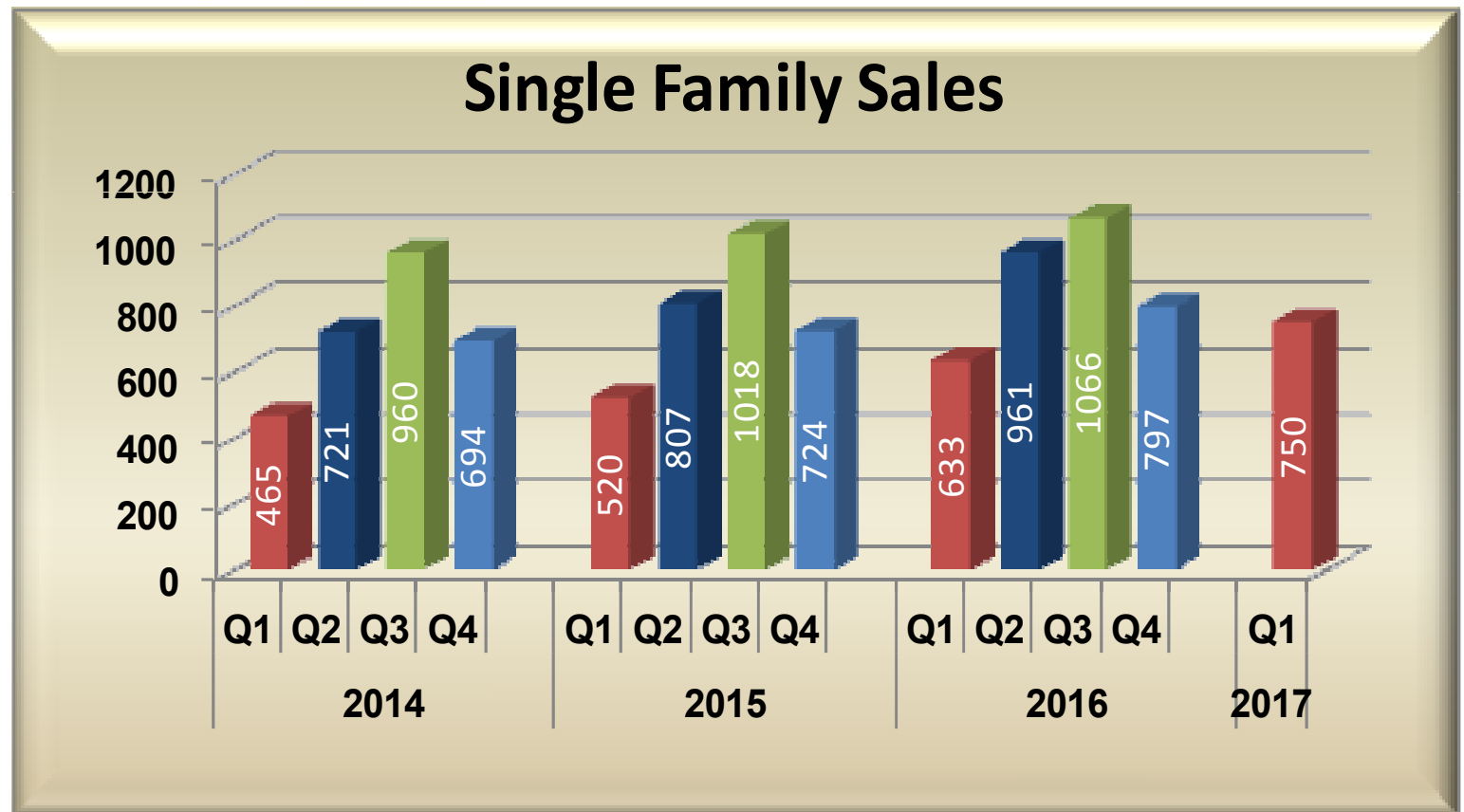




Market Update

■ Single Family Quarterly Sales

- YTD 2017 vs. 2016: 18.5%
- Q1 2017 vs. Q1 2016: 18.5%





Market Update

Condo Quarterly Sales

- YTD 2017 vs. 2016: 3.9%
- Q1 2017 vs. Q1 2016: 3.9%

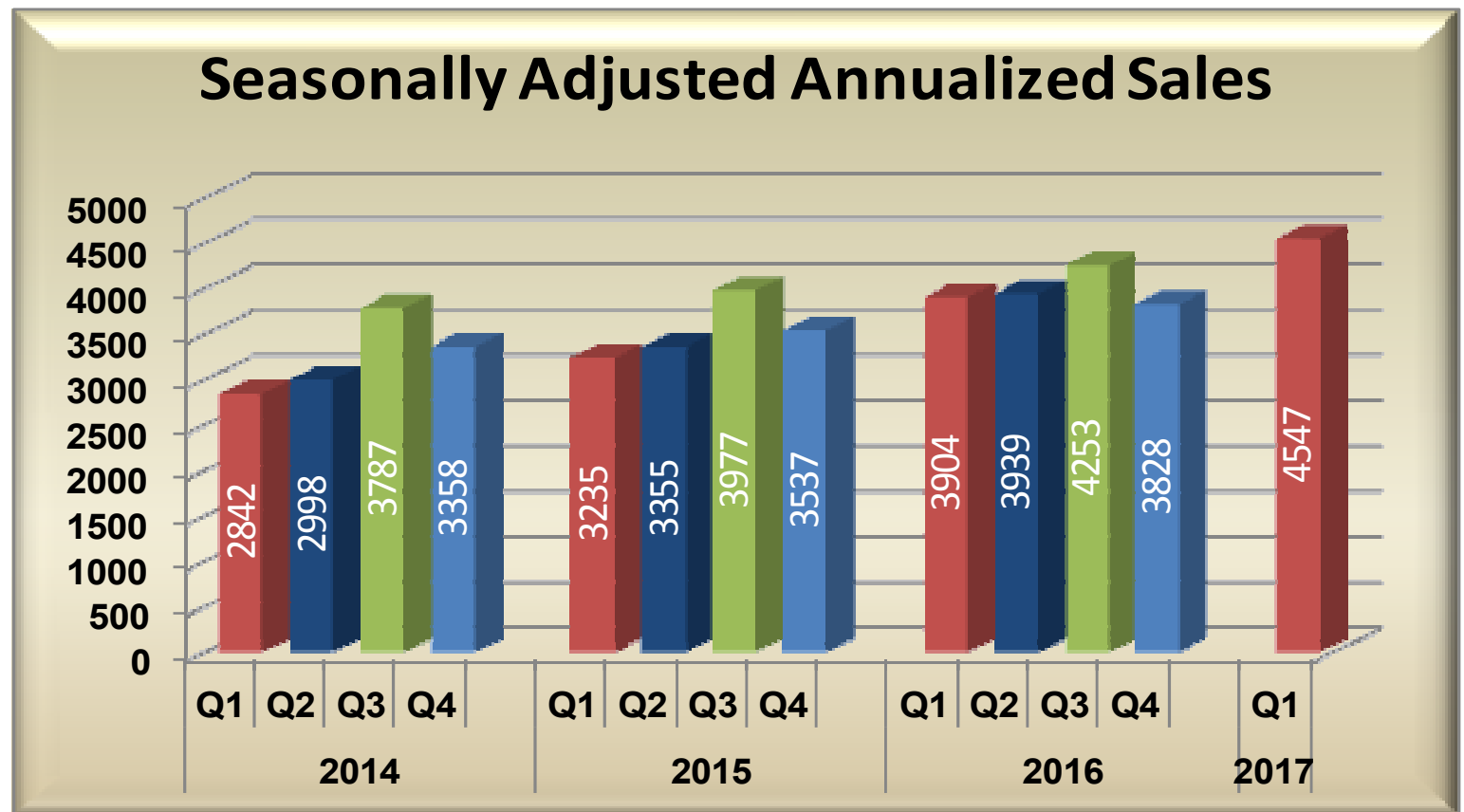




Market Update

Seasonally Adjusted Annualized Sales

- Q1 2017 vs. Q4 2016: 18.8%
- Q1 2017 vs. Q1 2016: 16.5%





Market Update

- Townships with the highest number of sales this quarter

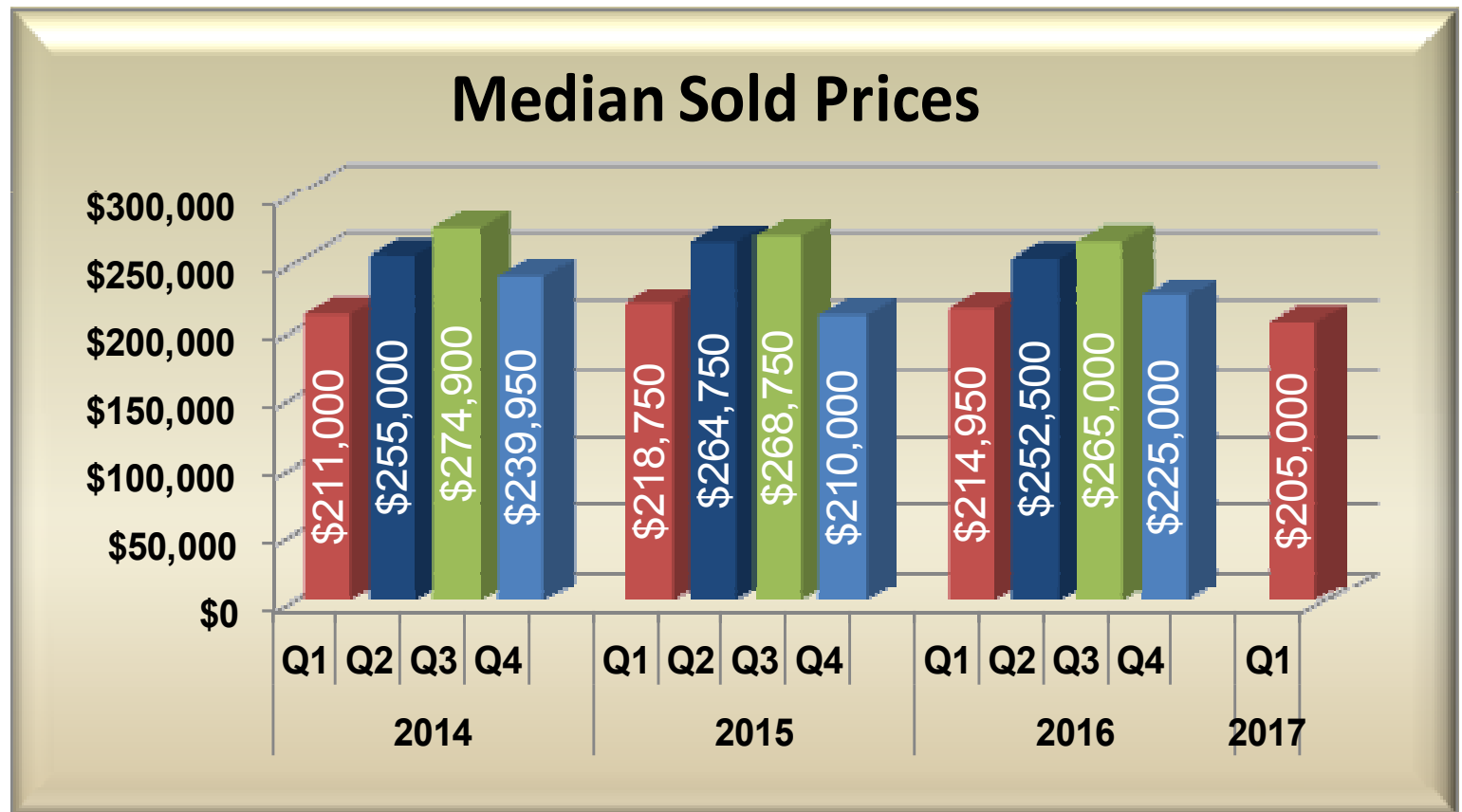
Sales	Current Quarter	Previous Quarter	1 Year Ago
Hamilton Twp	234	252	190
Trenton City	110	111	103
Ewing Twp	105	106	80
Lawrence Twp	89	84	66
East Windsor Twp	76	89	57
Princeton	64	75	53
Hopewell Twp	56	46	59



Market Update

■ Median Sold Price

- YTD 2017 vs. 2016: -4.6%
- Q1 2017 vs. Q1 2016: -4.6%

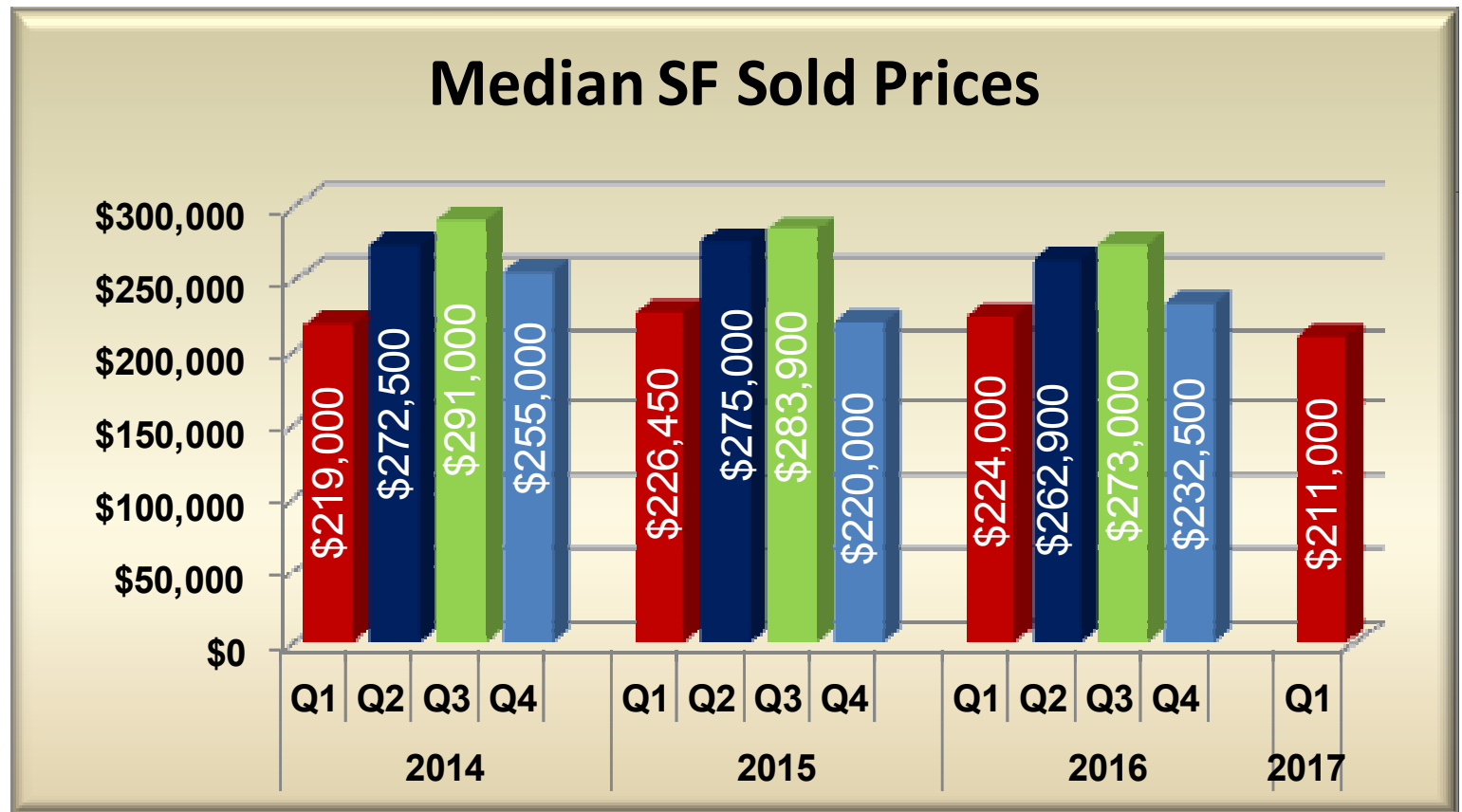




Market Update

■ Median SF Sold Price

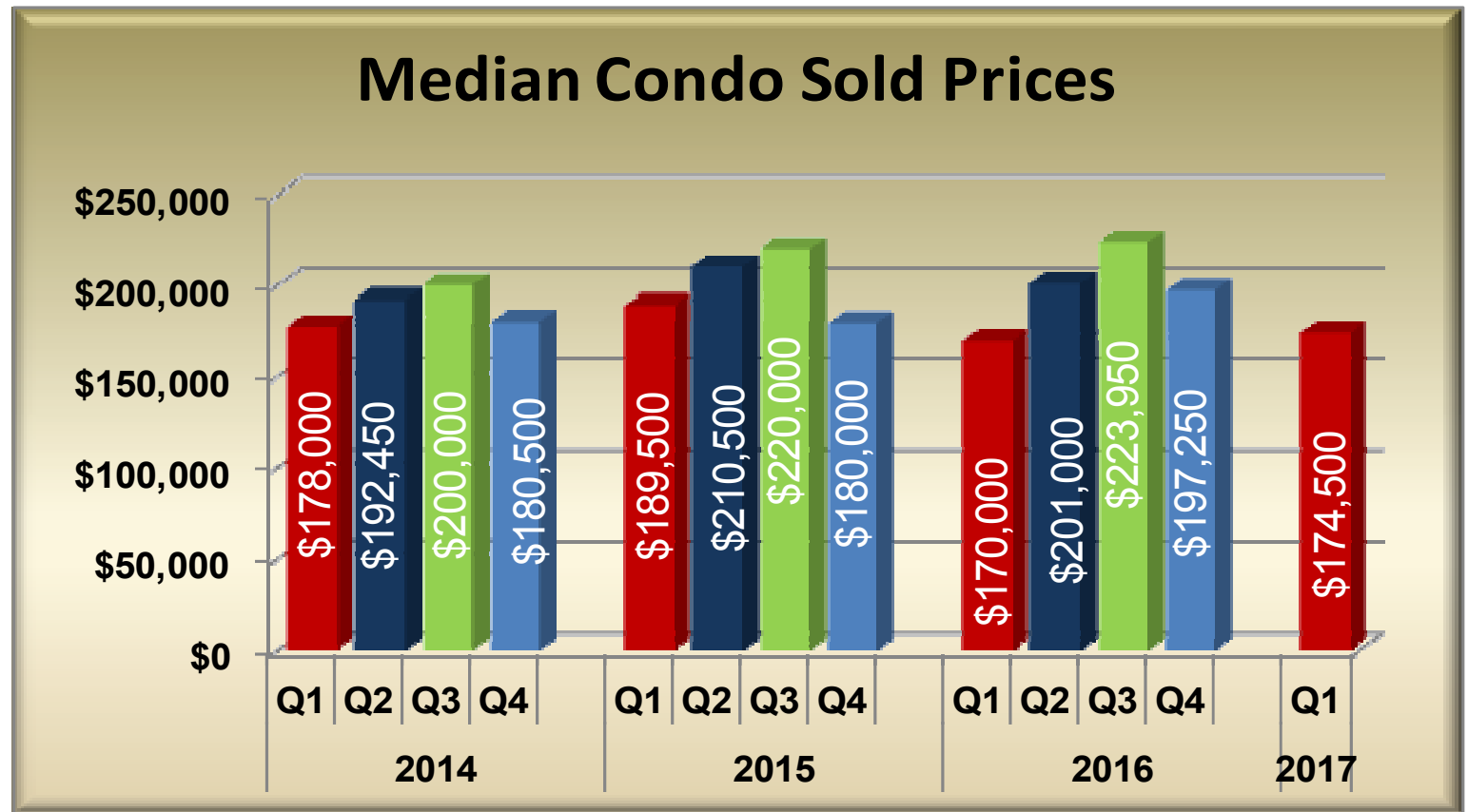
- YTD 2017 vs. 2016: -5.8%
- Q1 2017 vs. Q1 2016: -5.8%





Market Update

- Median Condo Sold Price
 - YTD 2017 vs. 2016: 2.6%
 - Q1 2017 vs. Q1 2016: 2.6%

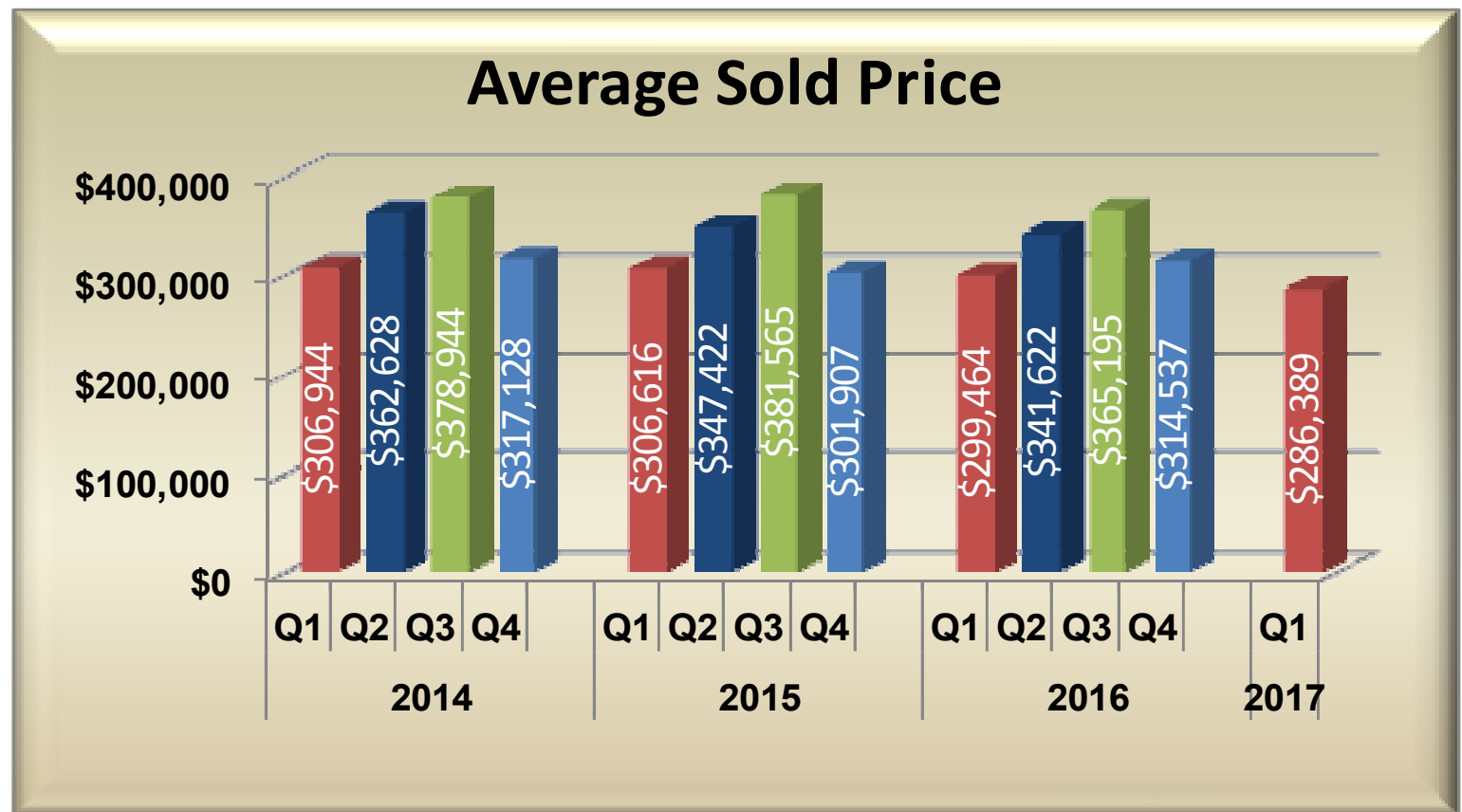




Market Update

■ Average Sold Price

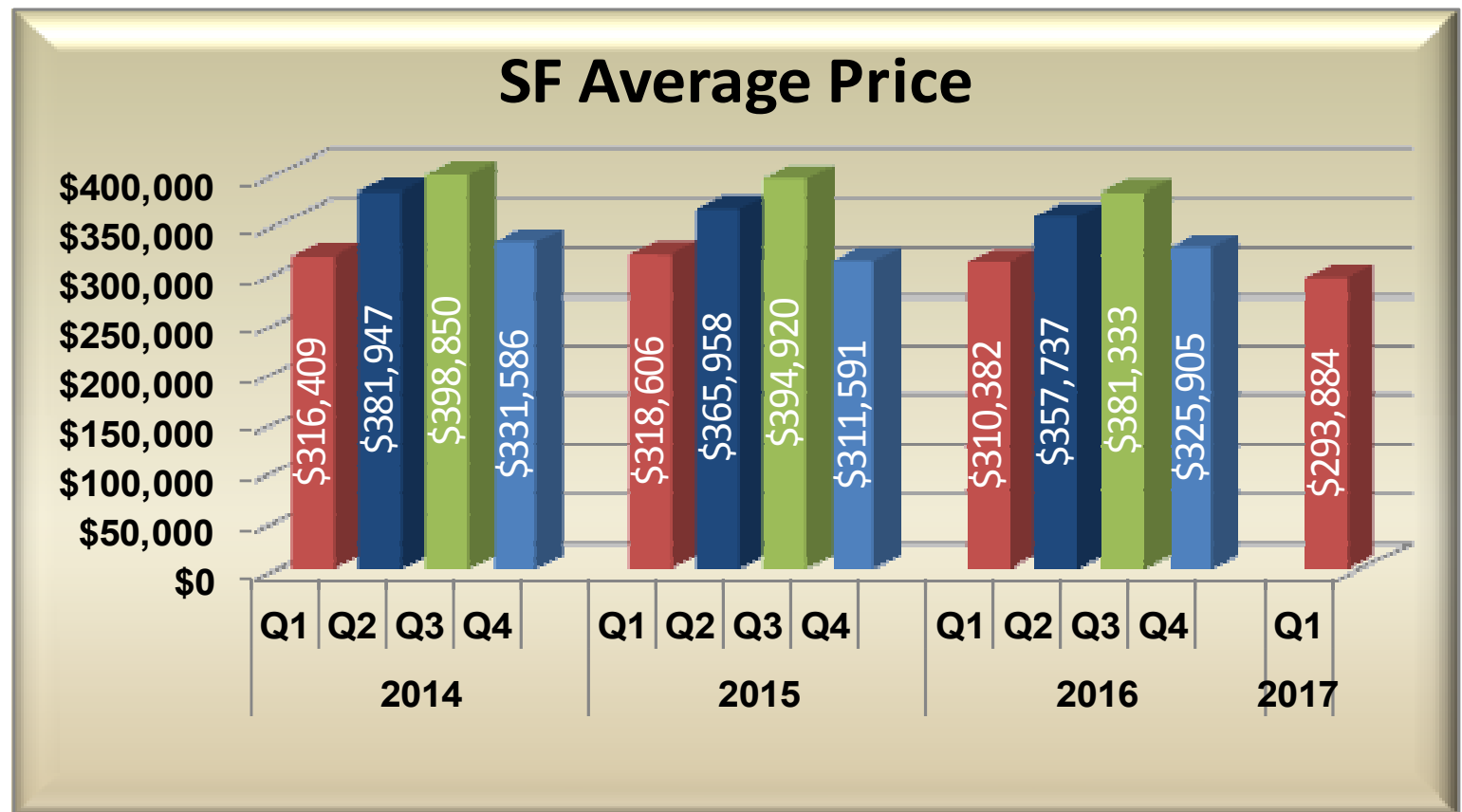
- YTD 2017 vs. 2016: -4.4%
- Q1 2017 vs. Q1 2016: -4.4%





Market Update

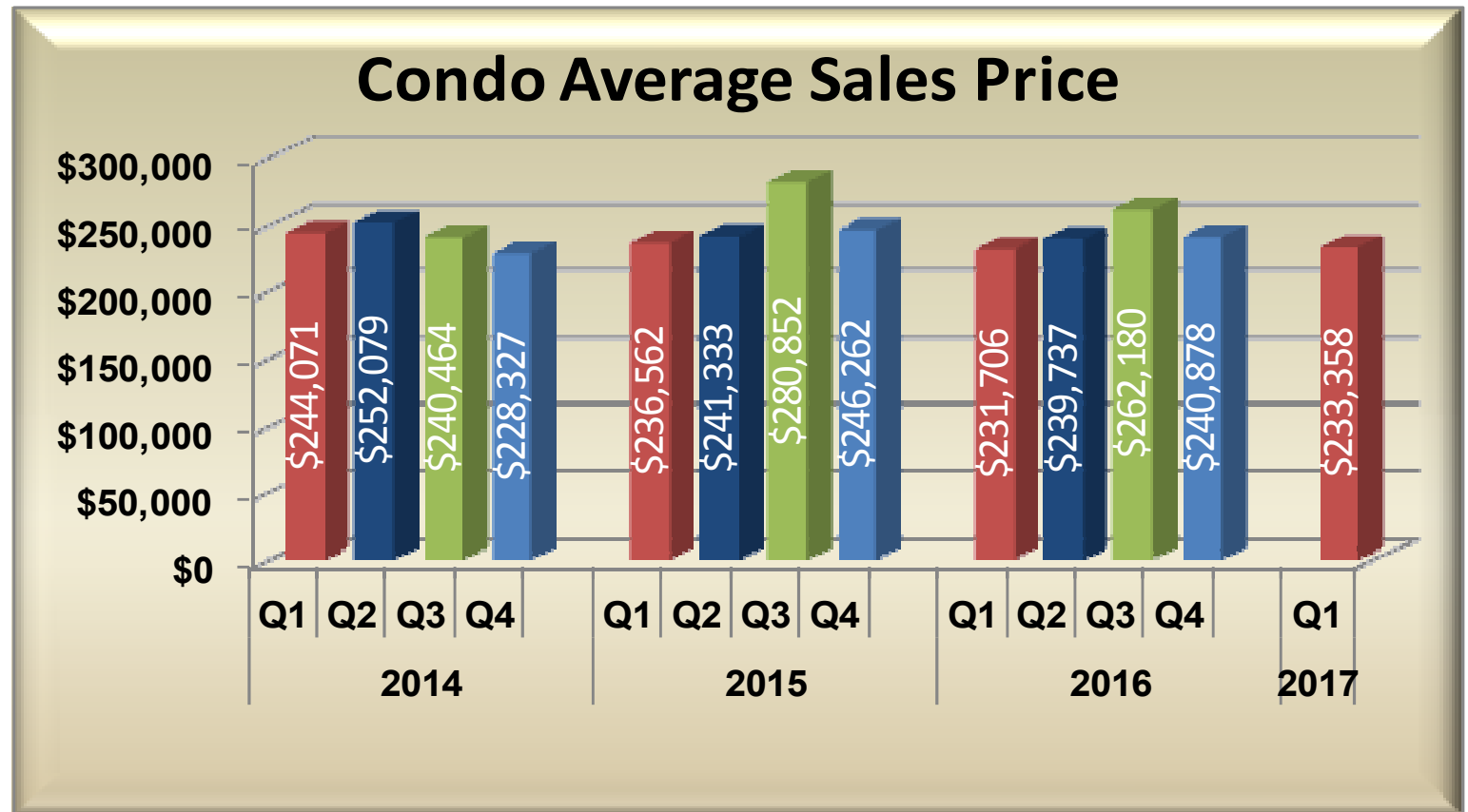
- Average Sold Price for Single Family
 - YTD 2017 vs. 2016: -5.5%
 - Q1 2017 vs. Q1 2016: -5.3%





Market Update

- Average Sold Price for Condos
 - YTD 2017 vs. 2016: 0.4%
 - Q1 2017 vs. Q1 2016: 0.7%





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
Princeton	\$ 920,553	\$ 1,409,652	\$ 970,340
West Windsor Twp	\$ 533,873	\$ 1,364,186	\$ 525,864
Pennington Boro	\$ 455,580	\$ 751,709	\$ 580,143
Hopewell Twp	\$ 445,022	\$ 1,018,210	\$ 484,495
Hopewell Boro	\$ 432,780	\$ 2,608,050	\$ 492,250
Robbinsville Twp	\$ 359,223	\$ 625,957	\$ 339,482
Lawrence Twp	\$ 269,771	\$ 437,007	\$ 233,844



Market Update

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

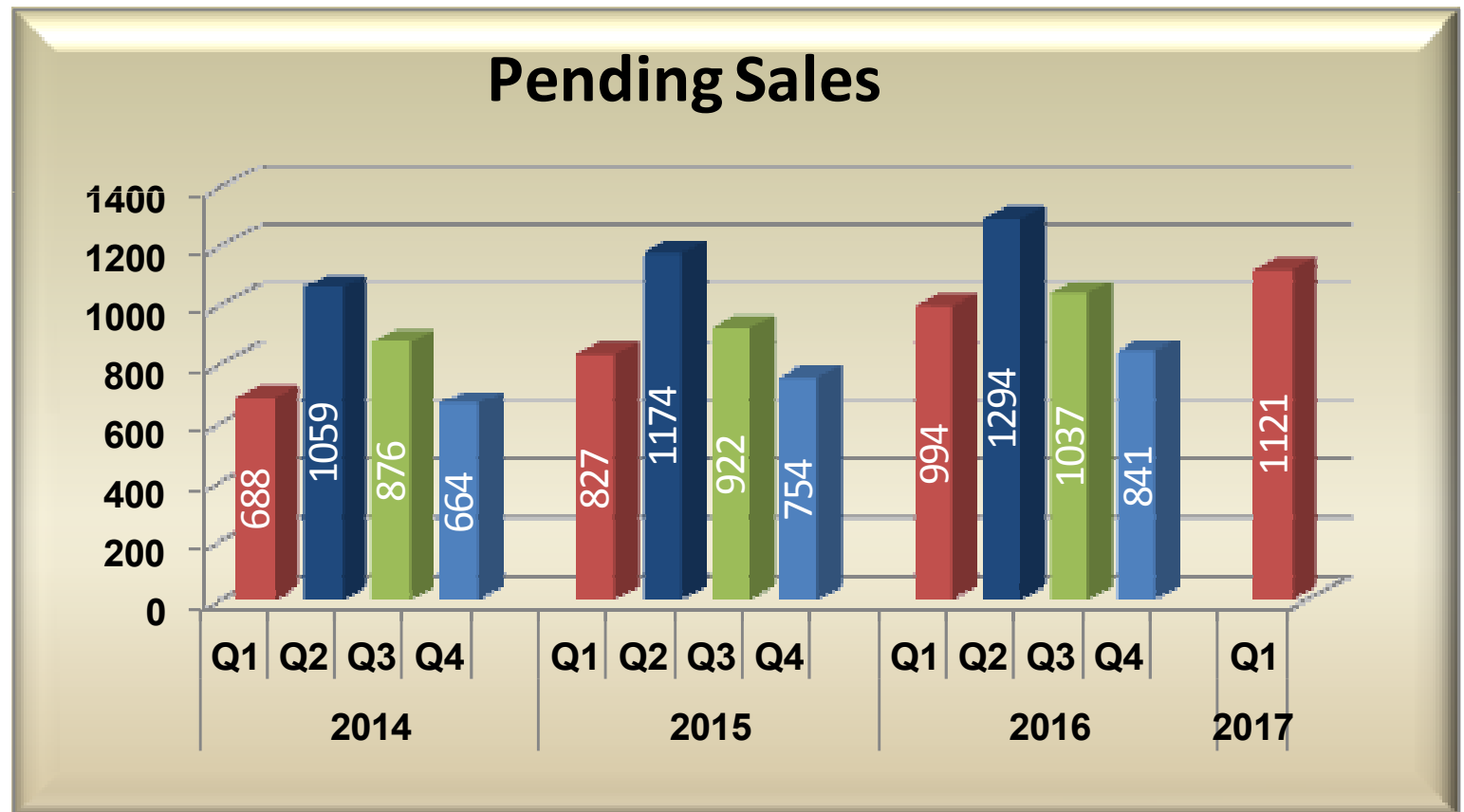
Low Average Sold Price (min. 10 Sales)	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	\$ 45,619	\$ 61,010	\$ 49,340
Ewing Twp	\$ 149,979	\$ 197,946	\$ 182,265
Hightstown Boro	\$ 161,136	\$ 267,975	\$ 219,542
Hamilton Twp	\$ 197,362	\$ 266,131	\$ 190,255
East Windsor Twp	\$ 250,879	\$ 295,054	\$ 205,478
Lawrence Twp	\$ 269,771	\$ 437,007	\$ 233,844
Robbinsville Twp	\$ 359,223	\$ 625,957	\$ 339,482



Market Update

■ Pending Sales

- YTD 2017 vs. 2016: 12.8%
- Q1 2017 vs. Q1 2016: 12.8%

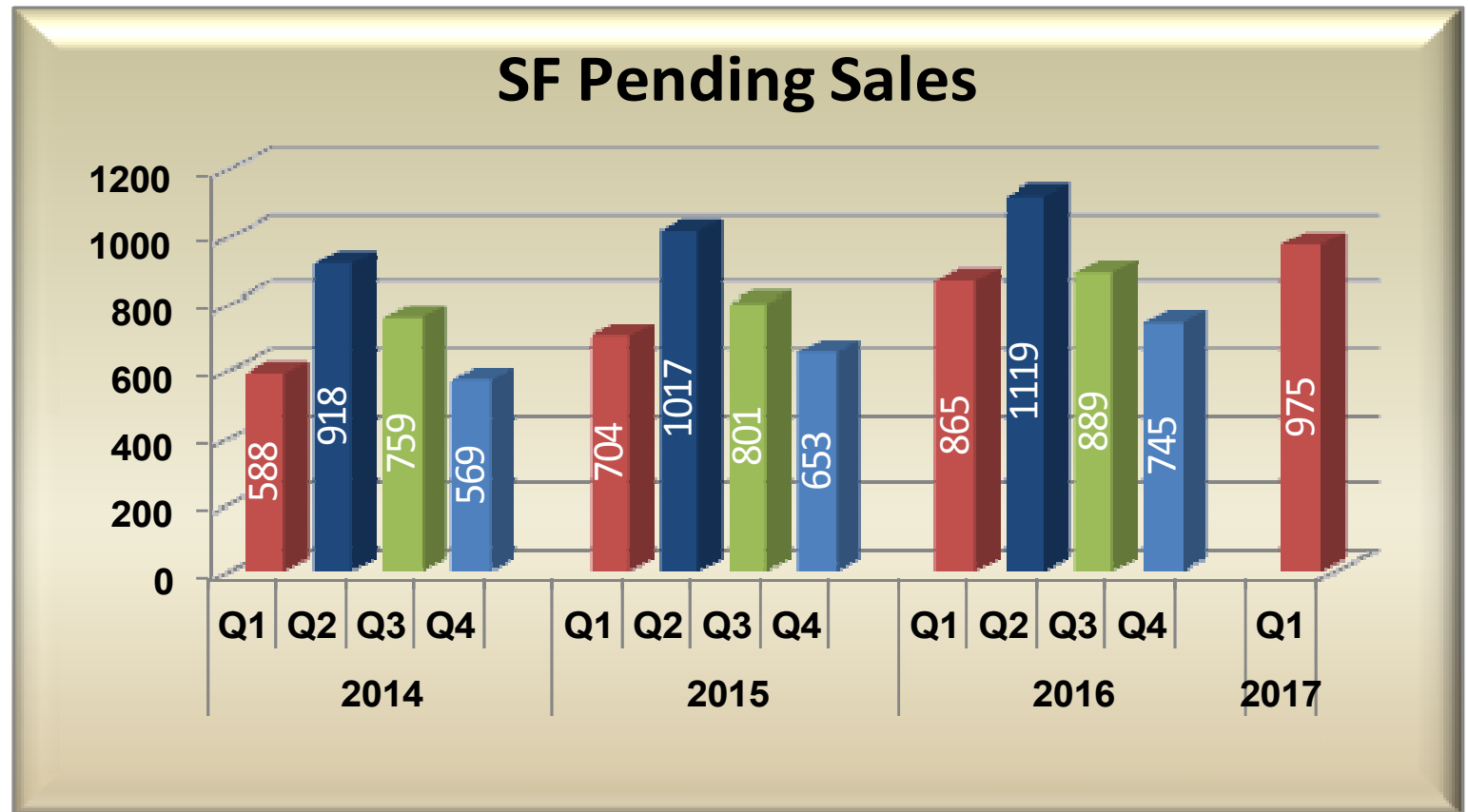




Market Update

Single Family Pending Sales

- YTD 2017 vs. 2016: 12.7%
- Q1 2017 vs. Q1 2016: 12.7%

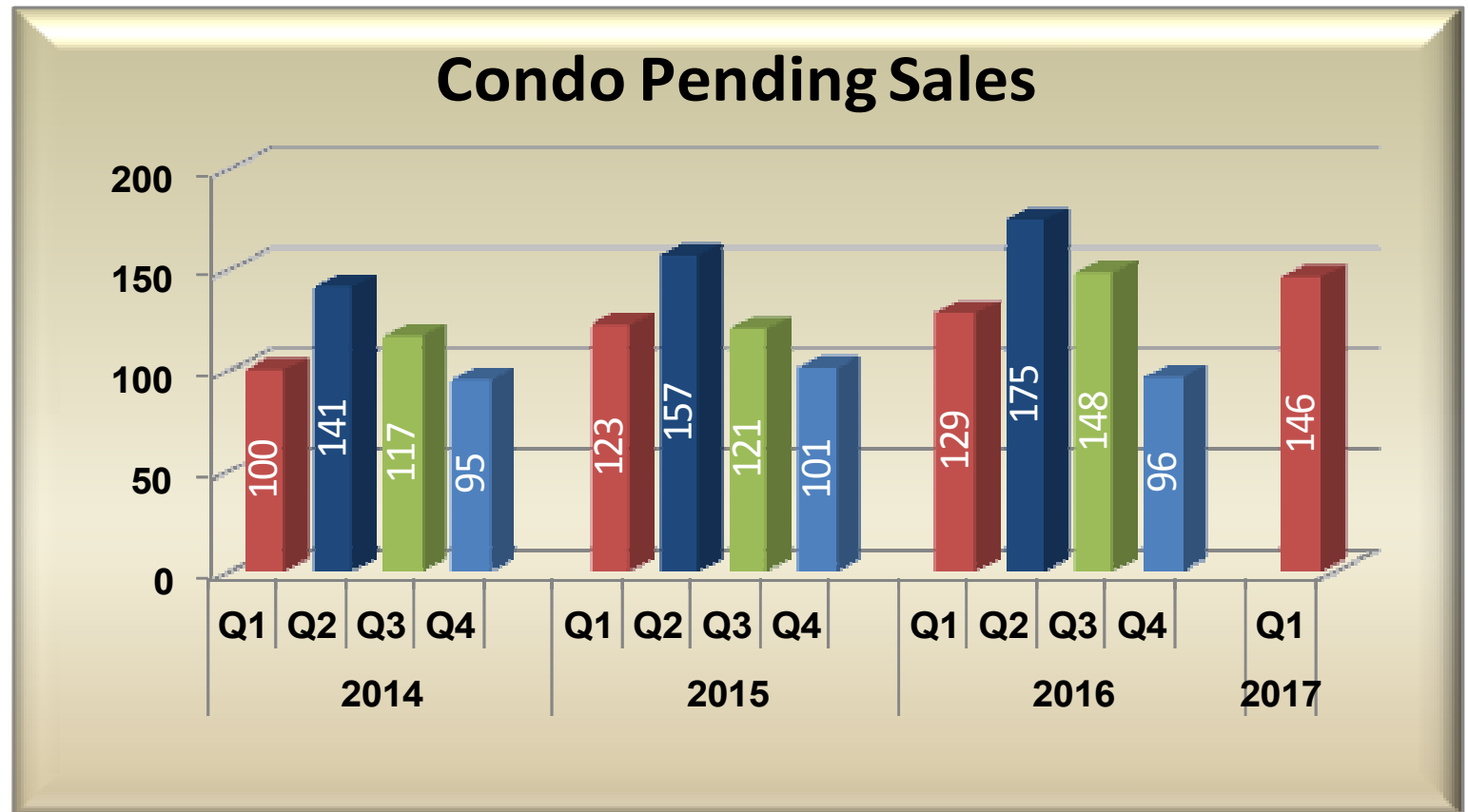




Market Update

Condo Pending Sales

- YTD 2017 vs. 2016: 12.7%
- Q1 2017 vs. Q1 2016: 12.7%

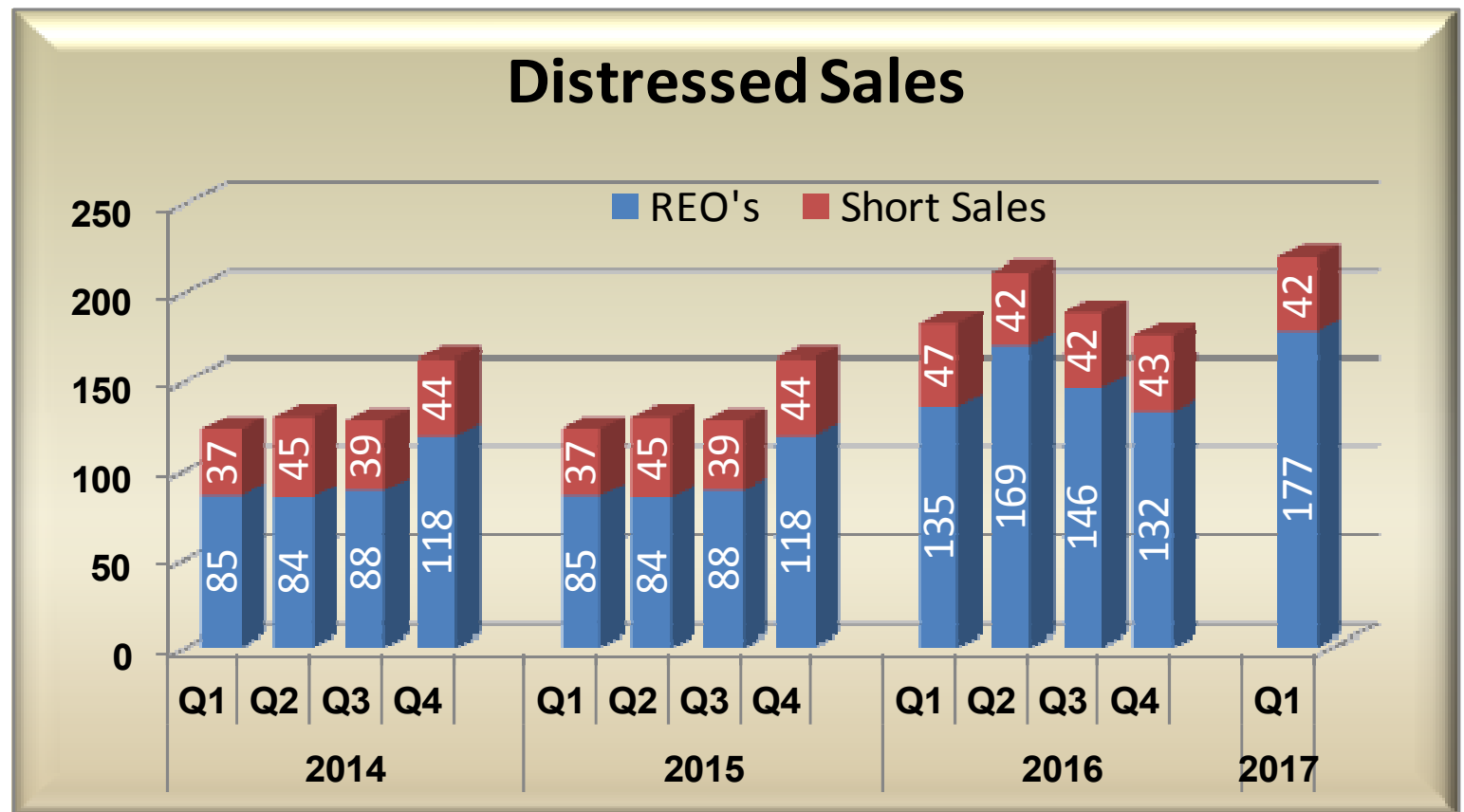




Market Update

Distressed Sales

- YTD 2017 vs. 2016: 20.3%
- Q1 2017 vs. Q1 2016: +20.3%





Market Update

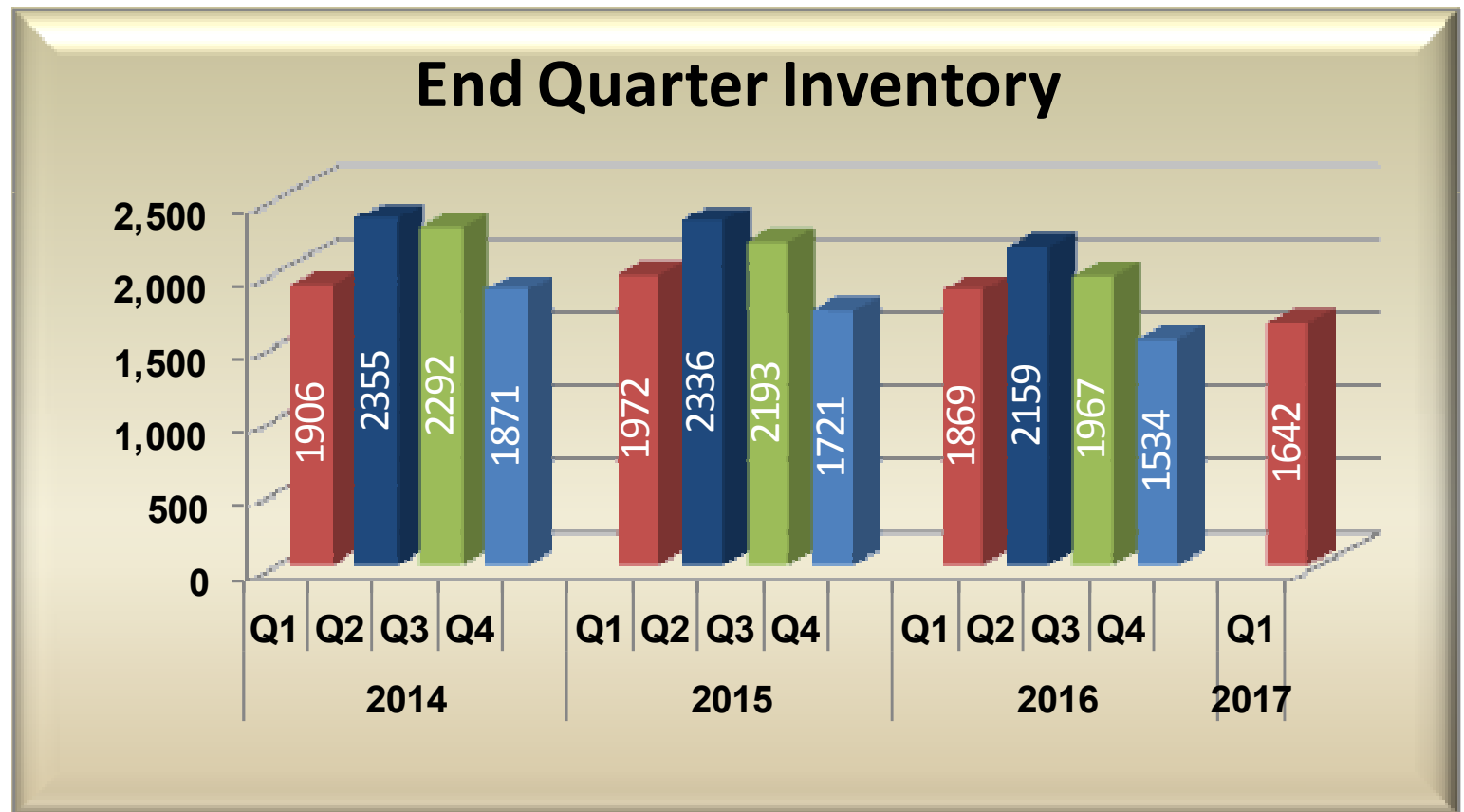
- Most REO's This Quarter

Number of REO's	Current Quarter	Previous Quarter	1 Year Ago
Trenton City	65	47	54
Hamilton Twp	49	45	32
Ewing Twp	24	18	16
East Windsor Twp	12	7	13
Lawrence Twp	11	3	11
Hopewell Twp	5	3	1
Hightstown Boro	5	3	2



Market Update

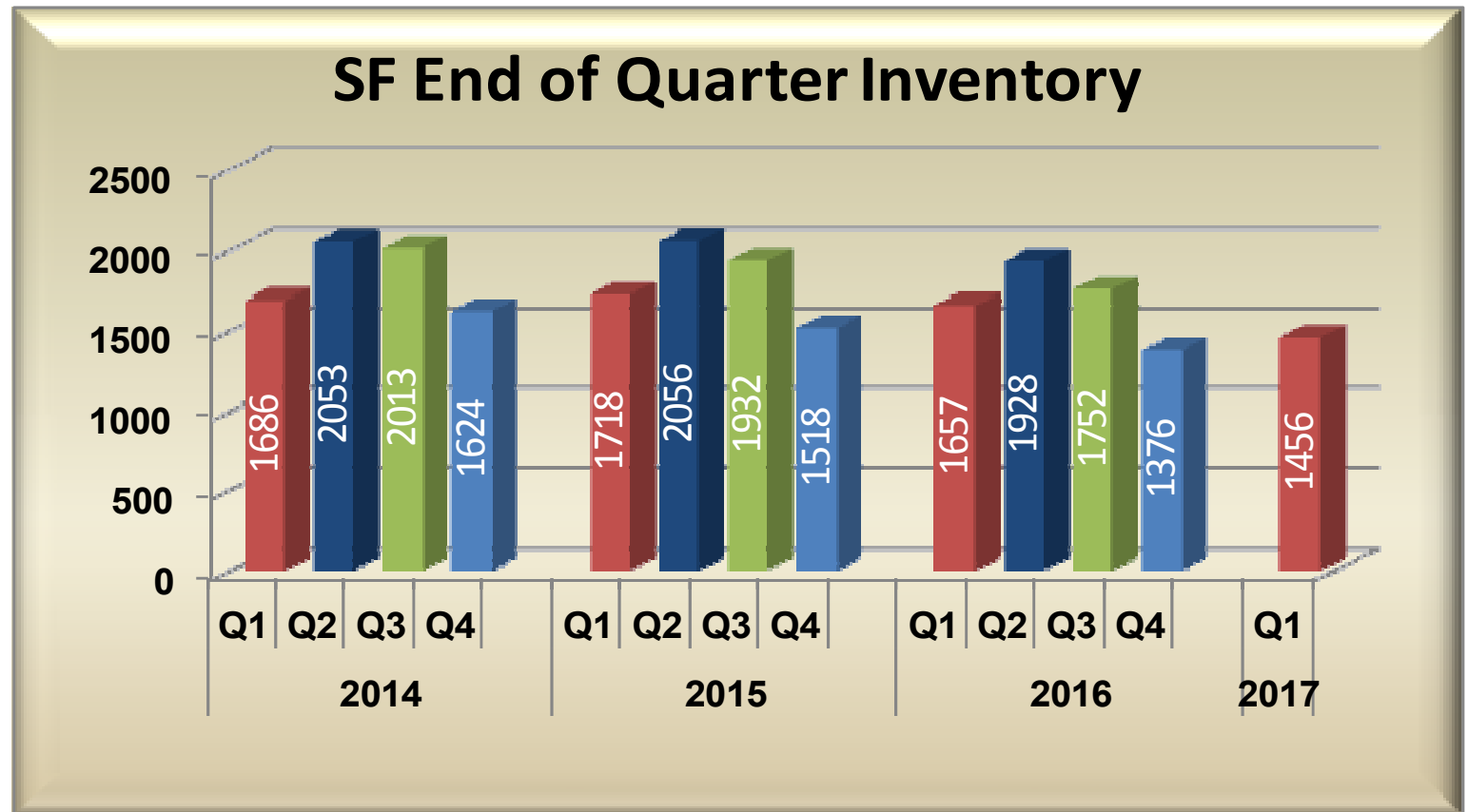
- End of Quarter Inventory
 - Q1 2017 vs. Q4 2016: 7.0%
 - Q1 2017 vs. Q1 2016: -12.1%





Market Update

- Single Family End of Quarter Inventory
 - Q1 2017 vs. Q4 2016: 5.8%
 - Q1 2017 vs. Q1 2016: - 12.1%





Market Update

Condo End of Quarter Inventory

- Q1 2017 vs. Q4 2016: 17.7%
- Q1 2017 vs. Q1 2016: -12.3%

