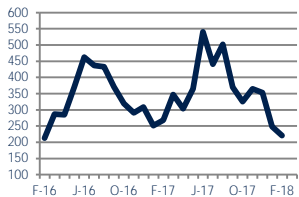




**Units Sold**

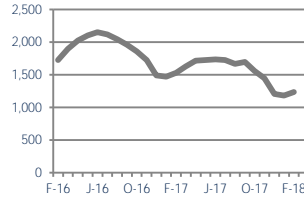
221



Down -18%  
Vs. Year Ago

**Active Inventory**

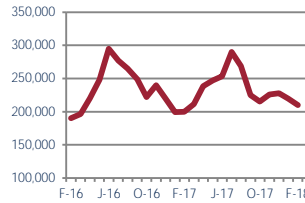
1,237



Down -19%  
Vs. Year Ago

**Median Sale Price**

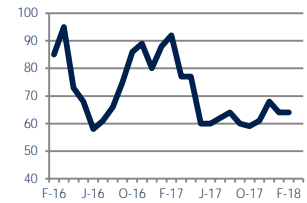
\$210,000



Up 5%  
Vs. Year Ago

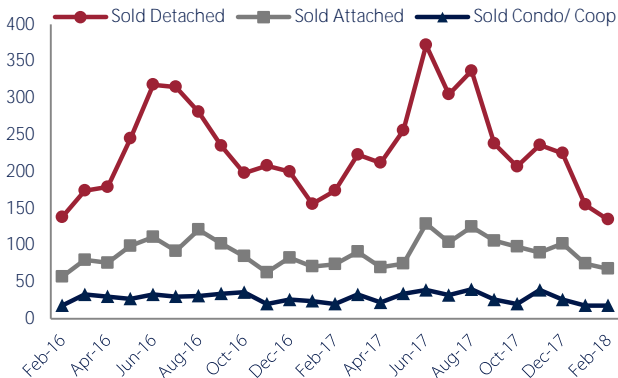
**Days On Market**

64



Down -30%  
Vs. Year Ago

**Units Sold\***



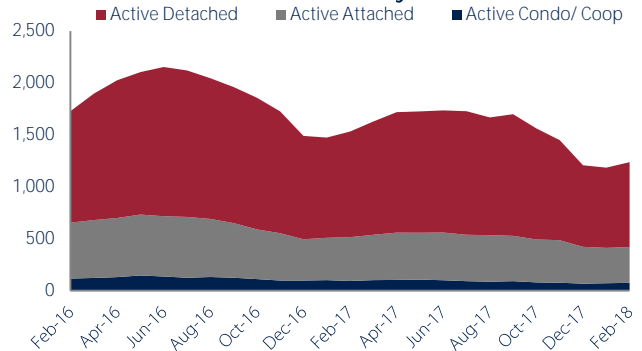
**Units Sold**

There was a decrease in total units sold in February, with 221 sold this month in Mercer County versus 248 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 18% versus February 2017.

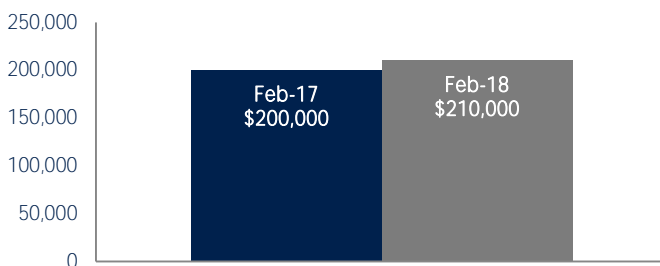
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 295 units or 19%. The total number of active inventory this February was 1,237 compared to 1,532 in February 2017. This month's total of 1,237 is higher than the previous month's total supply of available inventory of 1,184, an increase of 4%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last February, the median sale price for Mercer County Homes was \$200,000. This February, the median sale price was \$210,000, an increase of 5% or \$10,000 compared to last year. The current median sold price is 4% lower than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



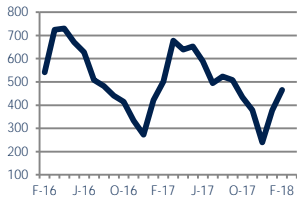
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TReND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TReND or Long & Foster Real Estate, Inc.





### New Listings

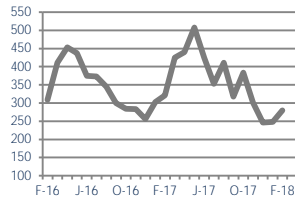
465



Down -7%  
Vs. Year Ago

### Current Contracts

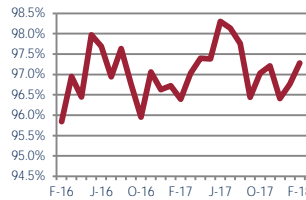
280



Down -13%  
Vs. Year Ago

### Sold Vs. List Price

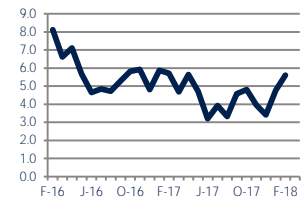
97.3%



Up 0.9%  
Vs. Year Ago

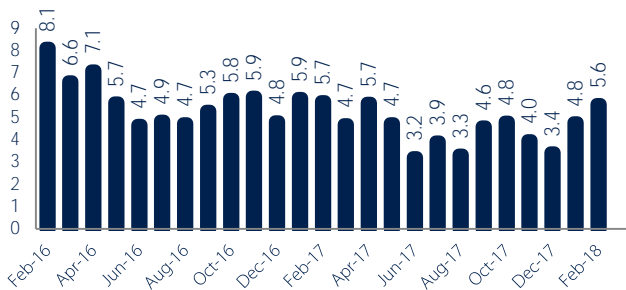
### Months of Supply

5.6



Down -2%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

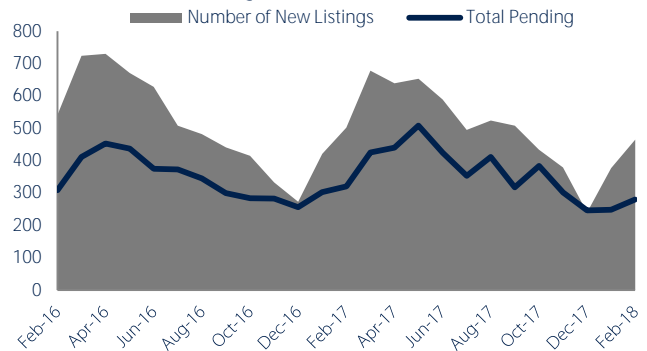
In February, there was 5.6 months of supply available in Mercer County, compared to 5.7 in February 2017. That is a decrease of 2% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

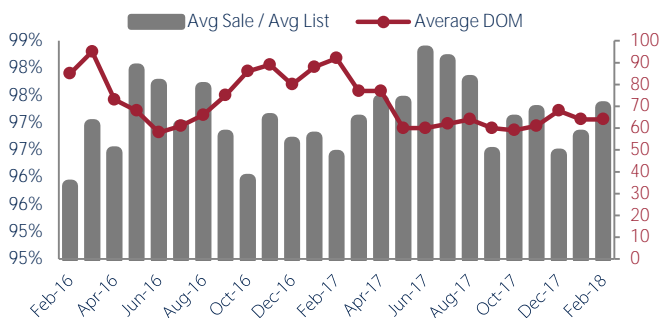
### New Listings & Current Contracts

This month there were 465 homes newly listed for sale in Mercer County compared to 502 in February 2017, a decrease of 7%. There were 280 current contracts pending sale this February compared to 321 a year ago. The number of current contracts is 13% lower than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Mercer County was 97.3% of the average list price, which is 0.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 92, a decrease of 30%.



\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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