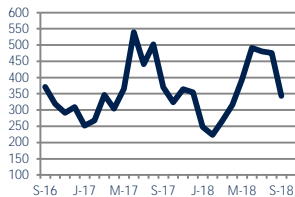


Units Sold

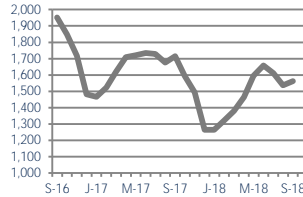
344



Down -7%
Vs. Year Ago

Active Inventory

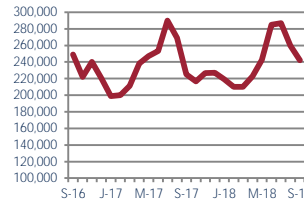
1,562



Down -9%
Vs. Year Ago

Median Sale Price

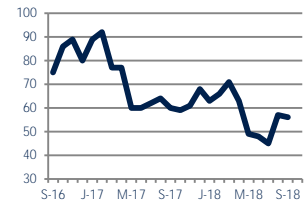
\$242,000



Up 8%
Vs. Year Ago

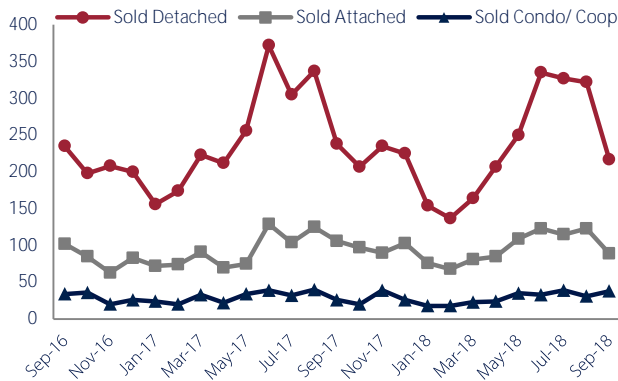
Days On Market

56



Down -7%
Vs. Year Ago

Units Sold*



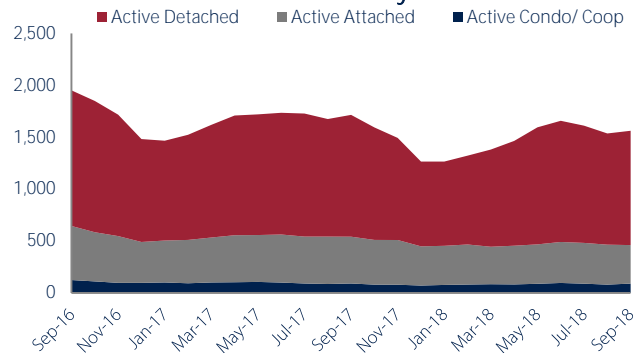
Units Sold

There was a decrease in total units sold in September, with 344 sold this month in Mercer County versus 476 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 7% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 153 units or 9%. The total number of active inventory this September was 1,562 compared to 1,715 in September 2017. This month's total of 1,562 is higher than the previous month's total supply of available inventory of 1,536, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Mercer County Homes was \$225,000. This September, the median sale price was \$242,000, an increase of 8% or \$17,000 compared to last year. The current median sold price is 7% lower than in August.

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

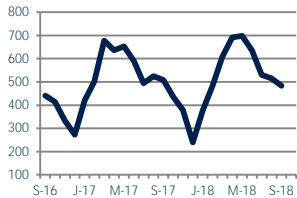


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and 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

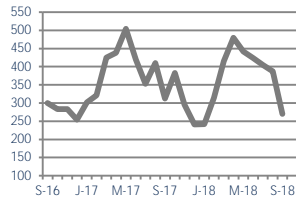
483



Down -5%
Vs. Year Ago

Current Contracts

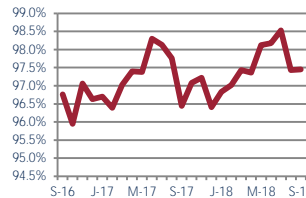
270



Down -13%
Vs. Year Ago

Sold Vs. List Price

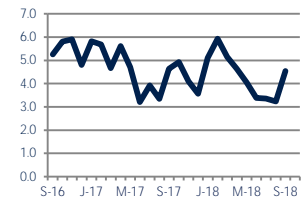
97.5%



Up 1%
Vs. Year Ago

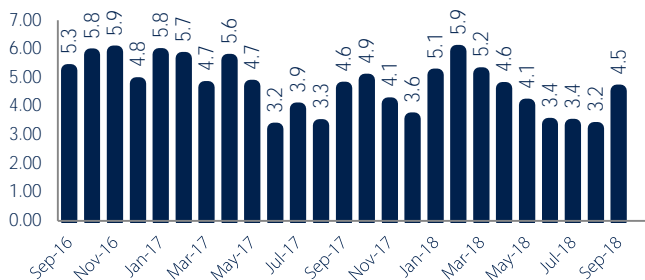
Months of Supply

4.5



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

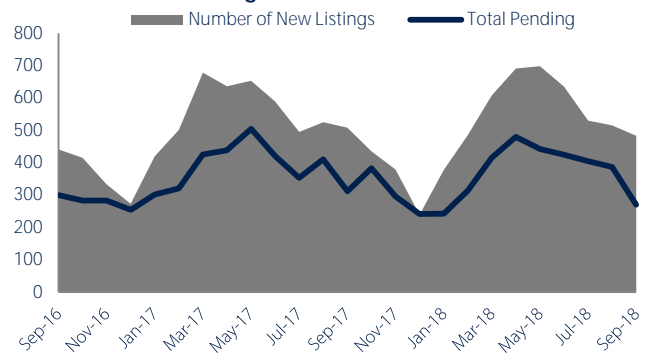
In September, there was 4.5 months of supply available in Mercer County. The amount of supply is similar compared to a year ago.

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.

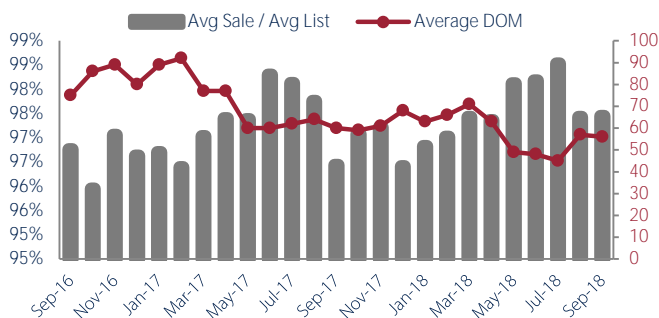
New Listings & Current Contracts

This month there were 483 homes newly listed for sale in Mercer County compared to 508 in September 2017, a decrease of 5%. There were 270 current contracts pending sale this September compared to 312 a year ago. The number of current contracts is 13% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Mercer County was 97.5% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 60, a decrease of 7%.



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