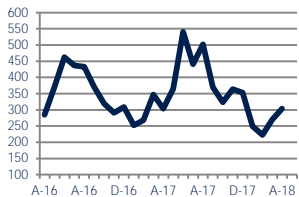




Units Sold

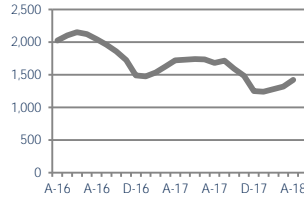
304



No Change
Vs. Year Ago

Active Inventory

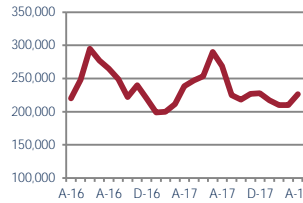
1,423



Down -17%
Vs. Year Ago

Median Sale Price

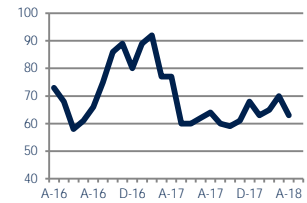
\$226,500



Down -5%
Vs. Year Ago

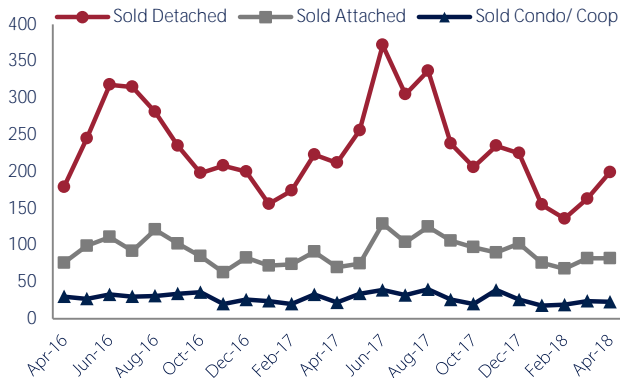
Days On Market

63



Down -18%
Vs. Year Ago

Units Sold*



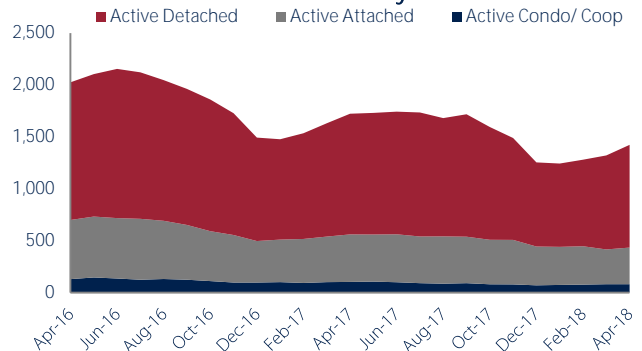
Units Sold

There was an increase in total units sold in April, with 304 sold this month in Mercer County, an increase of 13%. This month's total units sold is similar compared to a year ago.

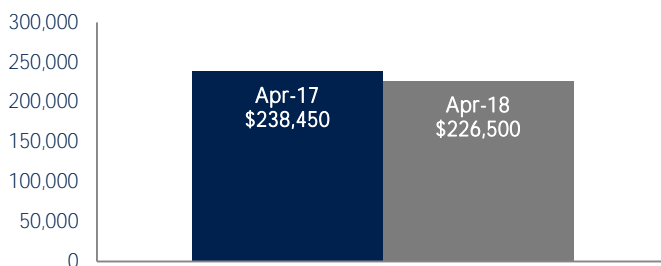
Active Inventory

Versus last year, the total number of homes available this month is lower by 300 units or 17%. The total number of active inventory this April was 1,423 compared to 1,723 in April 2017. This month's total of 1,423 is higher than the previous month's total supply of available inventory of 1,321, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Mercer County Homes was \$238,450. This April, the median sale price was \$226,500, a decrease of 5% or \$11,950 compared to last year. The current median sold price is 8% higher than in March.

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



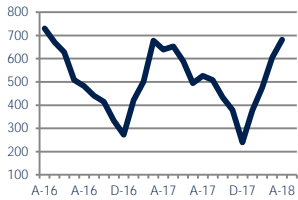
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and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

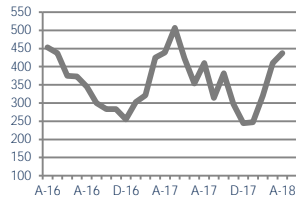
682



Up 7%
Vs. Year Ago

Current Contracts

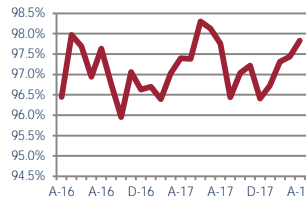
437



No Change
Vs. Year Ago

Sold Vs. List Price

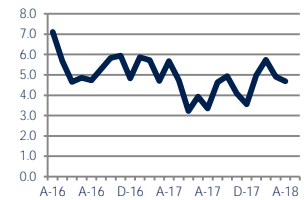
97.8%



No Change
Vs. Year Ago

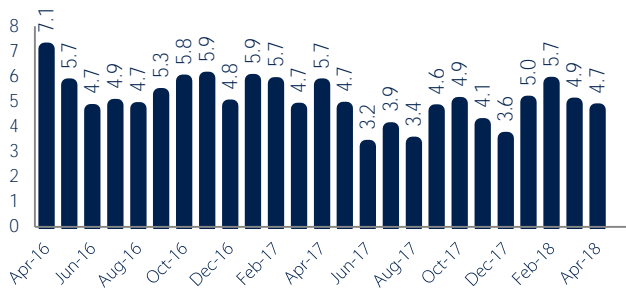
Months of Supply

4.7



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

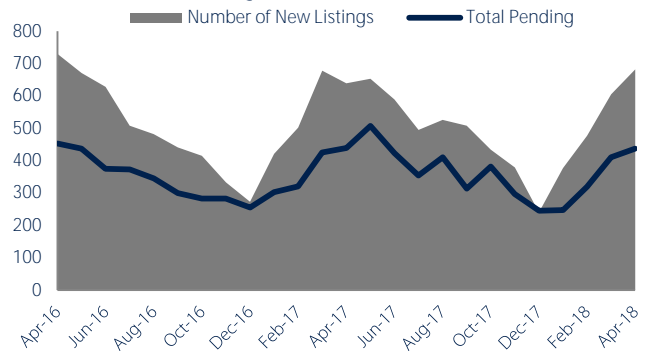
In April, there was 4.7 months of supply available in Mercer County, compared to 5.7 in April 2017. That is a decrease of 17% versus a year ago.

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.

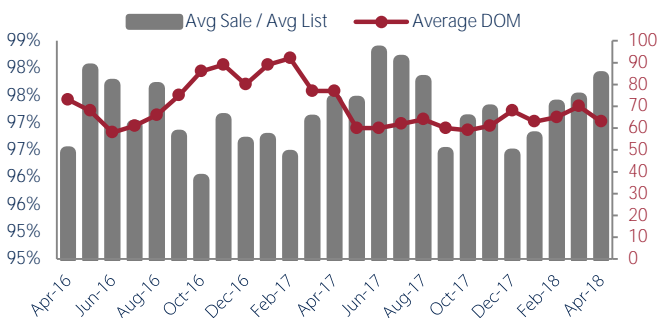
New Listings & Current Contracts

This month there were 682 homes newly listed for sale in Mercer County compared to 639 in April 2017, an increase of 7%. There were 437 current contracts pending sale this April, consistent with the volume a year ago. The number of current contracts is 7% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Mercer County was 97.8% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 63, lower than the average last year, which was 77, a decrease of 18%.



*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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