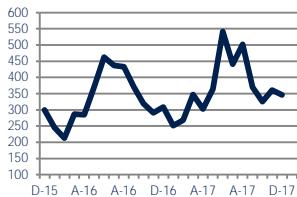




Units Sold

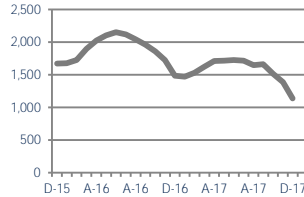
346



Up 12%
Vs. Year Ago

Active Inventory

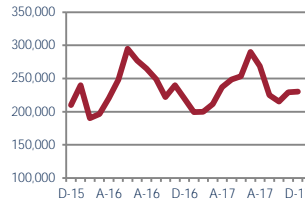
1,140



Down -23%
Vs. Year Ago

Median Sale Price

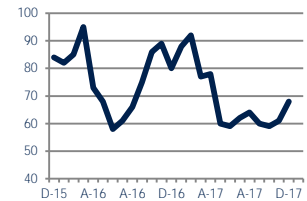
\$230,000



Up 5%
Vs. Year Ago

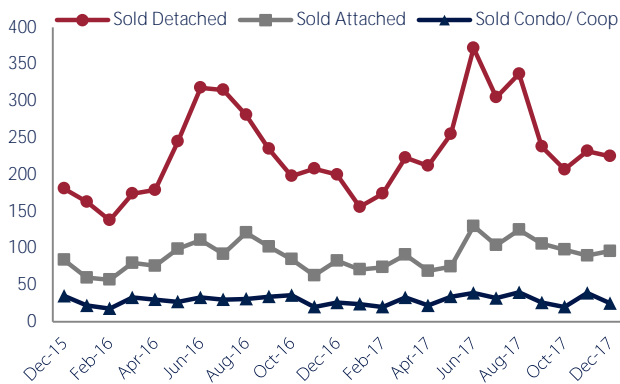
Days On Market

68



Down -15%
Vs. Year Ago

Units Sold*



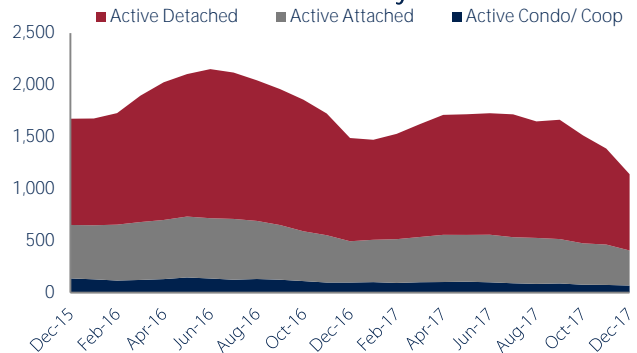
Units Sold

There was a decrease in total units sold in December, with 346 sold this month in Mercer County versus 361 last month, a decrease of 4%. This month's total units sold was higher than at this time last year, an increase of 12% versus December 2016.

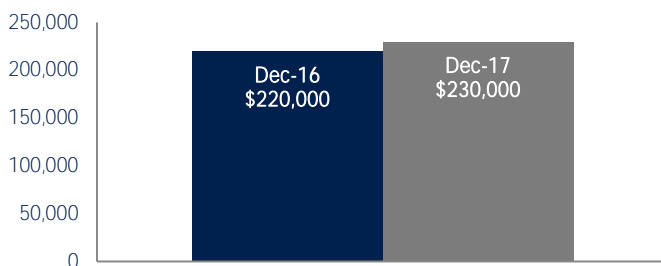
Active Inventory

Versus last year, the total number of homes available this month is lower by 349 units or 23%. The total number of active inventory this December was 1,140 compared to 1,489 in December 2016. This month's total of 1,140 is lower than the previous month's total supply of available inventory of 1,387, a decrease of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Mercer County Homes was \$220,000. This December, the median sale price was \$230,000, an increase of 5% or \$10,000 compared to last year. The current median sold price is approximately the same as the median price in November.

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



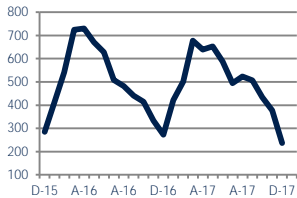
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TRiND and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





New Listings

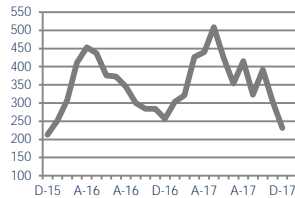
236



Down -14%
Vs. Year Ago

Current Contracts

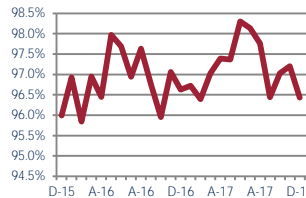
231



Down -10%
Vs. Year Ago

Sold Vs. List Price

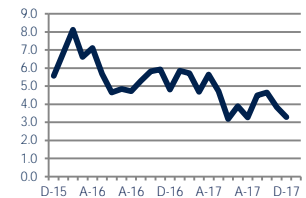
96.4%



No Change
Vs. Year Ago

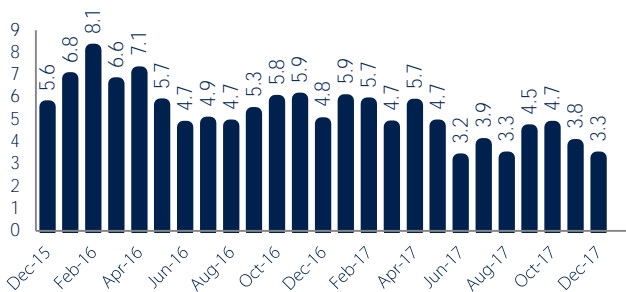
Months of Supply

3.3



Down -32%
Vs. Year Ago

Months Of Supply



Months of Supply

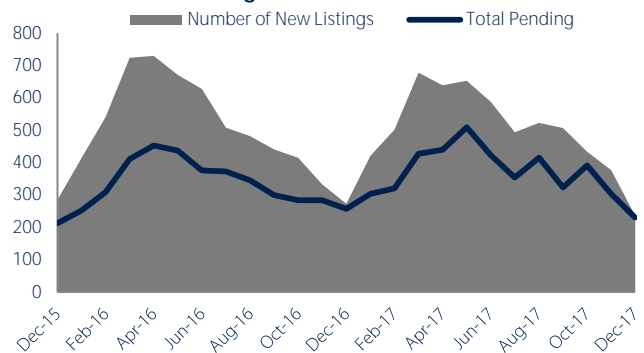
In December, there was 3.3 months of supply available in Mercer County, compared to 4.8 in December 2016. That is a decrease of 32% versus a year ago.

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.

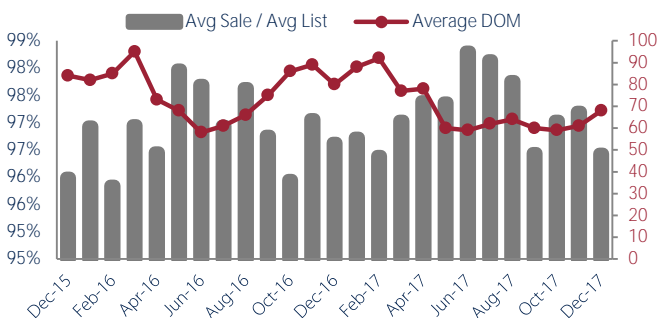
New Listings & Current Contracts

This month there were 236 homes newly listed for sale in Mercer County compared to 273 in December 2016, a decrease of 14%. There were 231 current contracts pending sale this December compared to 257 a year ago. The number of current contracts is 10% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Mercer County was 96.4% 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 68, lower than the average last year, which was 80, a decrease of 15%.



*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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