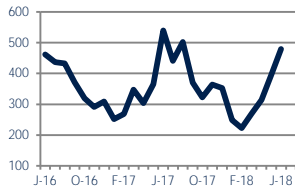


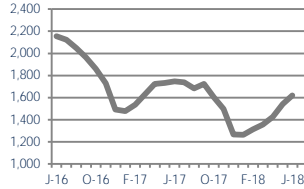


**Units Sold**  
480



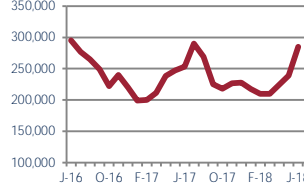
**Down -11%**  
Vs. Year Ago

**Active Inventory**  
1,620



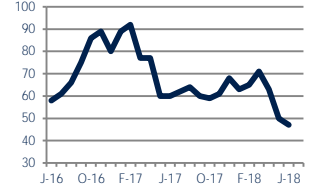
**Down -7%**  
Vs. Year Ago

**Median Sale Price**  
\$285,000



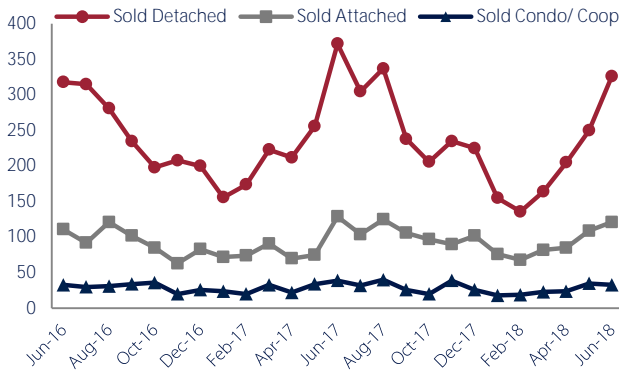
**Up 13%**  
Vs. Year Ago

**Days On Market**  
47



**Down -22%**  
Vs. Year Ago

### Units Sold\*



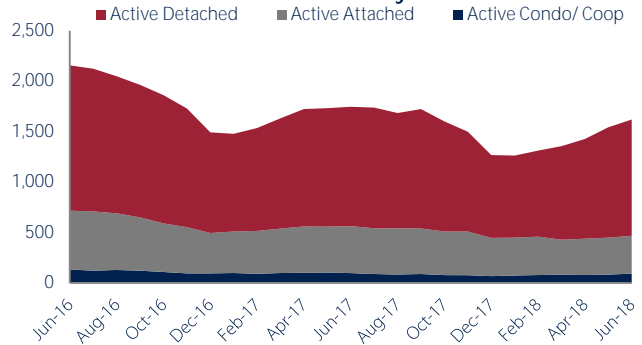
### Units Sold

There was an increase in total units sold in June, with 480 sold this month in Mercer County versus 394 last month, an increase of 22%. This month's total units sold was lower than at this time last year, a decrease of 11% versus June 2017.

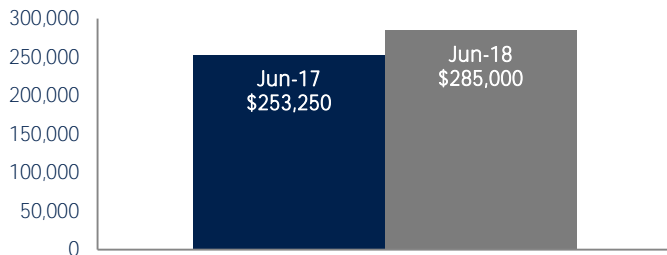
### Active Inventory

Versus last year, the total number of homes available this month is lower by 126 units or 7%. The total number of active inventory this June was 1,620 compared to 1,746 in June 2017. This month's total of 1,620 is higher than the previous month's total supply of available inventory of 1,543, an increase of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Mercer County Homes was \$253,250. This June, the median sale price was \$285,000, an increase of 13% or \$31,750 compared to last year. The current median sold price is 19% higher than in May.

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



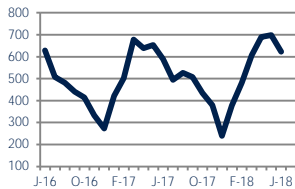
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and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

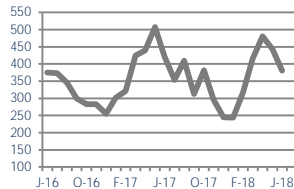
623



Up 6%  
Vs. Year Ago

### Current Contracts

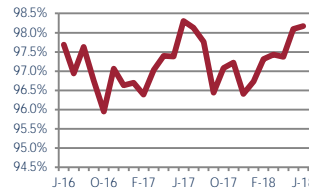
381



Down -10%  
Vs. Year Ago

### Sold Vs. List Price

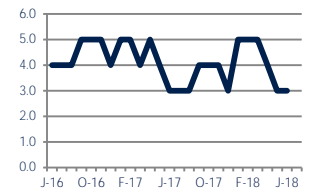
98.2%



No Change  
Vs. Year Ago

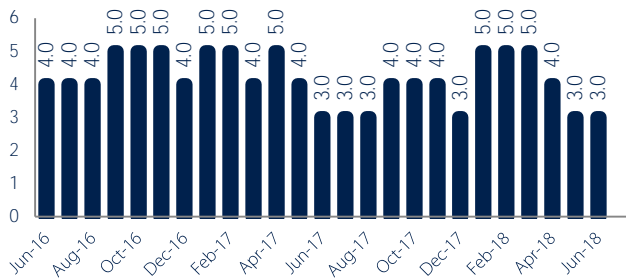
### Months of Supply

3.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

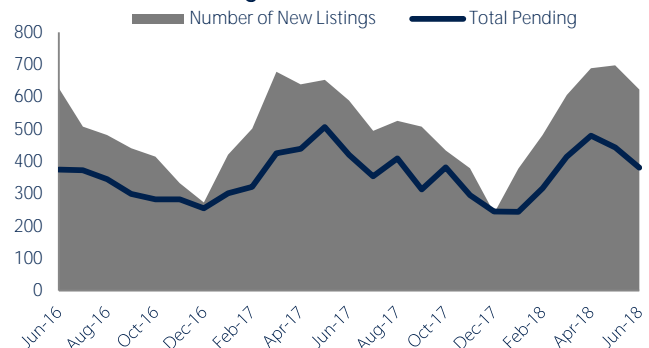
In June, there was 3.4 months of supply available in Mercer County, compared to 3.2 in June 2017. That is an increase of 4% versus a year ago.

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.

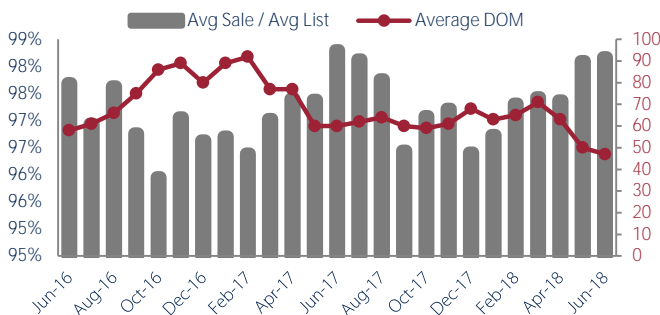
### New Listings & Current Contracts

This month there were 623 homes newly listed for sale in Mercer County compared to 589 in June 2017, an increase of 6%. There were 381 current contracts pending sale this June compared to 421 a year ago. The number of current contracts is 10% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Mercer County was 98.2% 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 47, lower than the average last year, which was 60, a decrease of 22%.



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