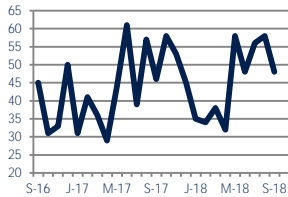


Zip Code(s): 08618 and 08638

Units Sold

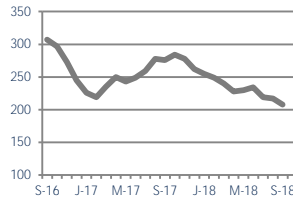
48



Up 4%
Vs. Year Ago

Active Inventory

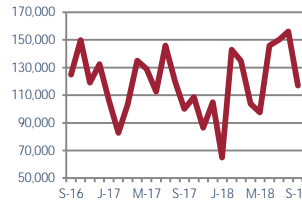
208



Down -25%
Vs. Year Ago

Median Sale Price

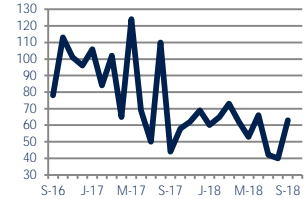
\$117,000



Up 17%
Vs. Year Ago

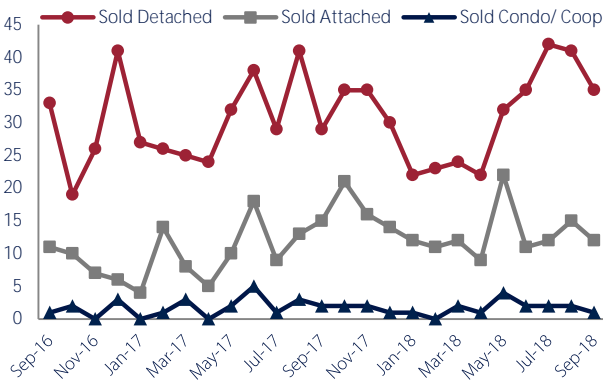
Days On Market

63



Up 43%
Vs. Year Ago

Units Sold*



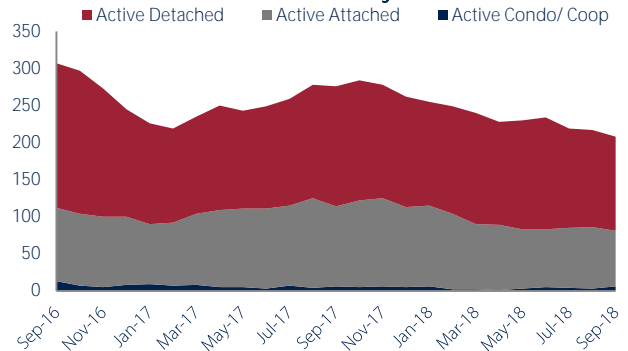
Units Sold

There was a decrease in total units sold in September, with 48 sold this month in Northwest Trenton and Northern Trenton versus 58 last month, a decrease of 17%. This month's total units sold was higher than at this time last year, an increase of 4% versus September 2017.

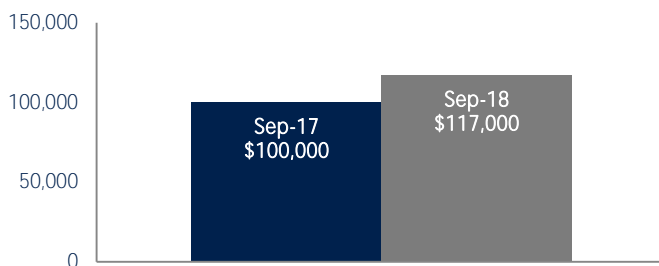
Active Inventory

Versus last year, the total number of homes available this month is lower by 68 units or 25%. The total number of active inventory this September was 208 compared to 276 in September 2017. This month's total of 208 is lower than the previous month's total supply of available inventory of 217, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Northwest Trenton and Northern Trenton Homes was \$100,000. This September, the median sale price was \$117,000, an increase of \$17,000 compared to last year. The current median sold price is 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.



Northwest Trenton and Northern Trenton are defined as properties listed in zip code/s 08618 and 08638.

*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.

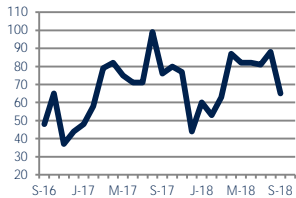
Information included in this report is based on data supplied by TREND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TREND or Long & Foster Real Estate, Inc.



Zip Code(s): 08618 and 08638

New Listings

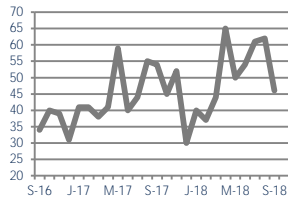
65



Down -14%
Vs. Year Ago

Current Contracts

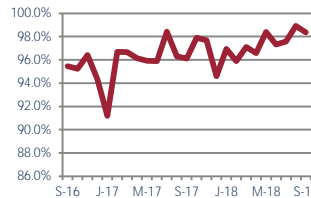
46



Down -15%
Vs. Year Ago

Sold Vs. List Price

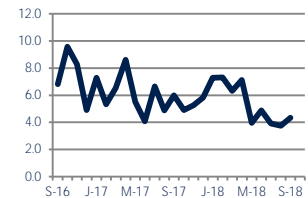
98.4%



Up 2.3%
Vs. Year Ago

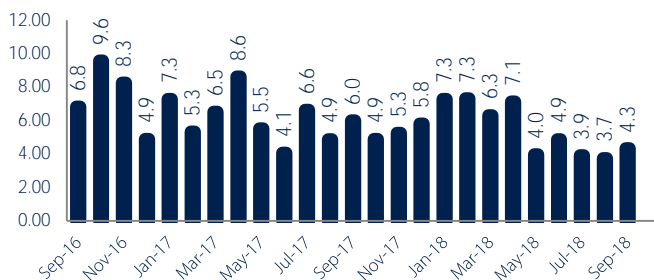
Months of Supply

4.3



Down -28%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

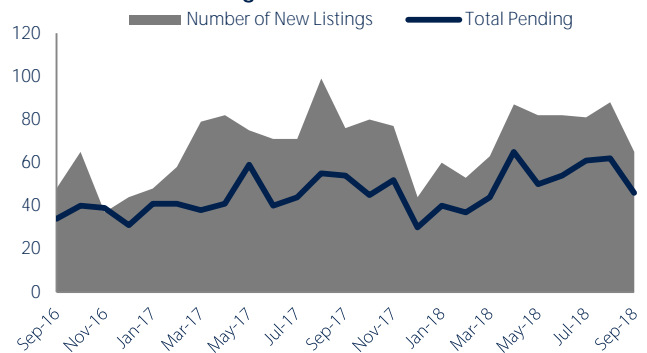
This month there were 65 homes newly listed for sale in Northwest Trenton and Northern Trenton compared to 76 in September 2017, a decrease of 14%. There were 46 current contracts pending sale this September compared to 54 a year ago. The number of current contracts is 15% lower than last September.

Months of Supply

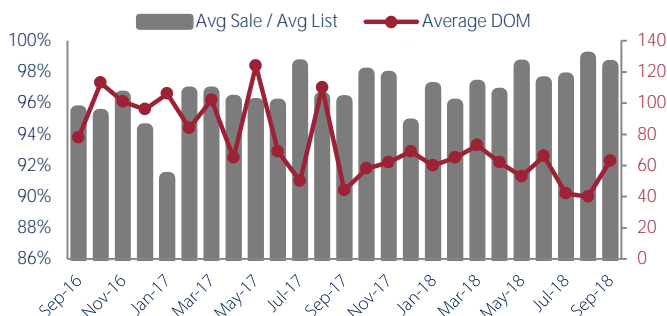
In September, there was 4.3 months of supply available in Northwest Trenton and Northern Trenton, compared to 6.0 in September 2017. That is a decrease of 28% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Northwest Trenton and Northern Trenton was 98.4% of the average list price, which is 2.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 63, higher than the average last year, which was 44, an increase of 43%.



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