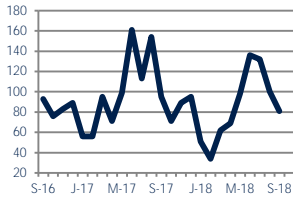


Zip Code(s): 08540, 08542, 08628, 08560, 08534 and 08525

Units Sold

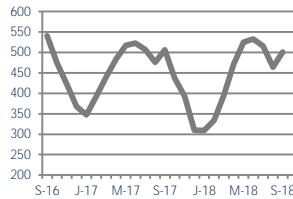
81



Down -15%
Vs. Year Ago

Active Inventory

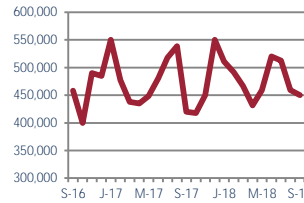
501



Down -1%
Vs. Year Ago

Median Sale Price

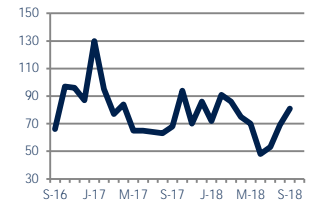
\$450,000



Up 7%
Vs. Year Ago

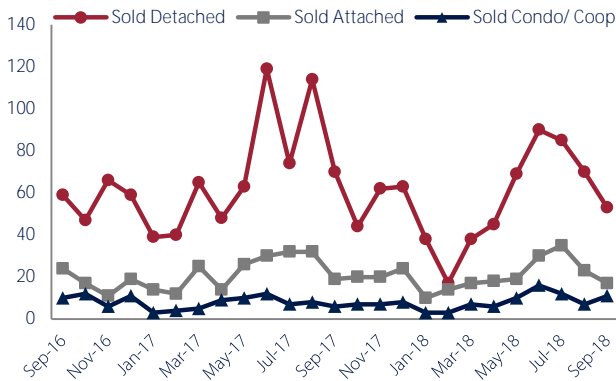
Days On Market

81



Up 19%
Vs. Year Ago

Units Sold*



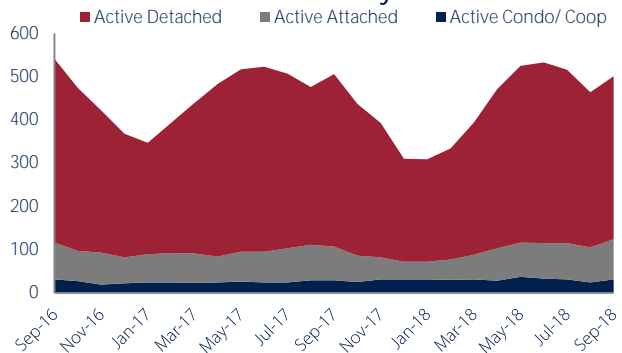
Units Sold

There was a decrease in total units sold in September, with 81 sold this month in Princeton, Pennington, and Northern Mercer County versus 100 last month, a decrease of 19%. This month's total units sold was lower than at this time last year, a decrease of 15% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 1%. The total number of active inventory this September was 501 compared to 506 in September 2017. This month's total of 501 is higher than the previous month's total supply of available inventory of 464, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Princeton, Pennington, and Northern Mercer County Homes was \$420,000. This September, the median sale price was \$450,000, an increase of 7% or \$30,000 compared to last year. The current median sold price is 2% 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.



Princeton, Pennington, and Northern Mercer County are defined as properties listed in zip code/s 08540, 08542, 08628, 08560, 08534 and 08525.

*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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The Long & Foster Market Minute™

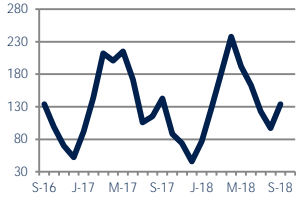
Focus On: Princeton, Pennington, and Northern Mercer County Housing Market

September 2018

Zip Code(s): 08540, 08542, 08628, 08560, 08534 and 08525

New Listings

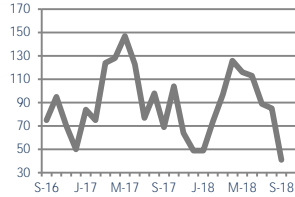
134



Down -6%
Vs. Year Ago

Current Contracts

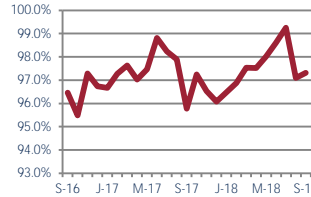
41



Down -41%
Vs. Year Ago

Sold Vs. List Price

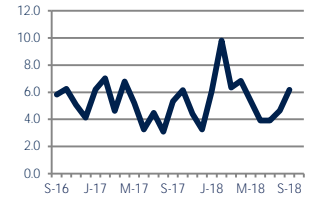
97.3%



Up 1.6%
Vs. Year Ago

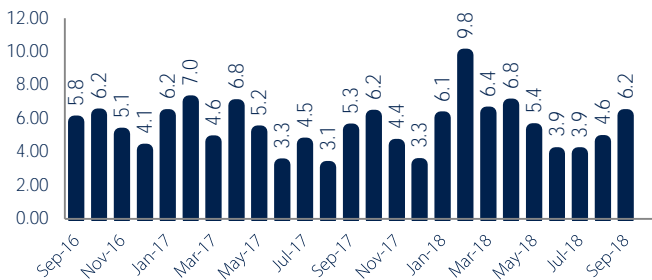
Months of Supply

6.2



Up 16%
Vs. Year Ago

Months Of Supply



Months of Supply

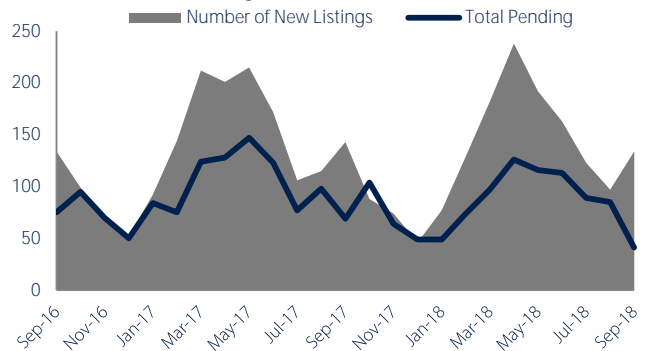
In September, there was 6.2 months of supply available in Princeton, Pennington, and Northern Mercer County, compared to 5.3 in September 2017. That is an increase of 16% versus a year ago.

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.

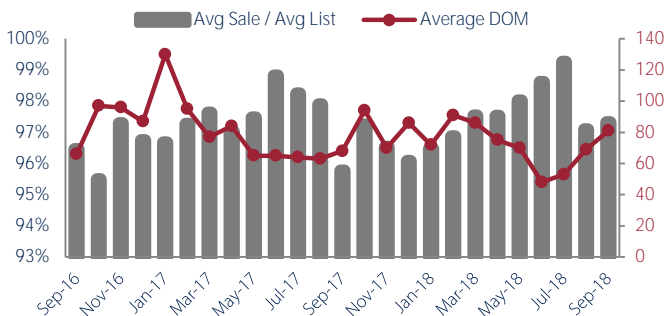
New Listings & Current Contracts

This month there were 134 homes newly listed for sale in Princeton, Pennington, and Northern Mercer County compared to 143 in September 2017, a decrease of 6%. There were 41 current contracts pending sale this September compared to 69 a year ago. The number of current contracts is 41% 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 Princeton, Pennington, and Northern Mercer County was 97.3% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 81, higher than the average last year, which was 68, an increase of 19%.



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