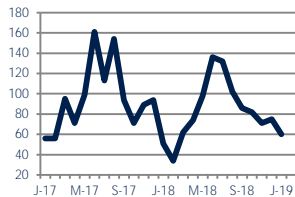


Zip Code(s): 08540, 08542, 08628, 08560, 08534 and 08525

Units Sold

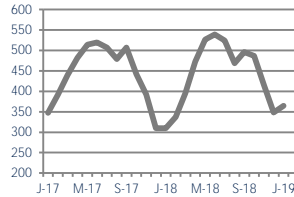
60



Up 18%
Vs. Year Ago

Active Inventory

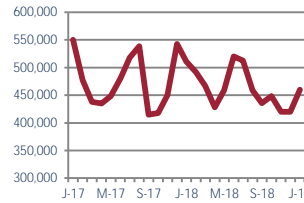
365



Up 18%
Vs. Year Ago

Median Sale Price

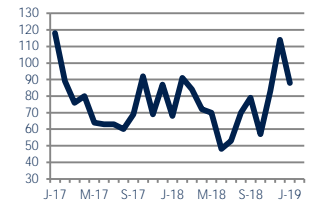
\$460,000



Down -10%
Vs. Year Ago

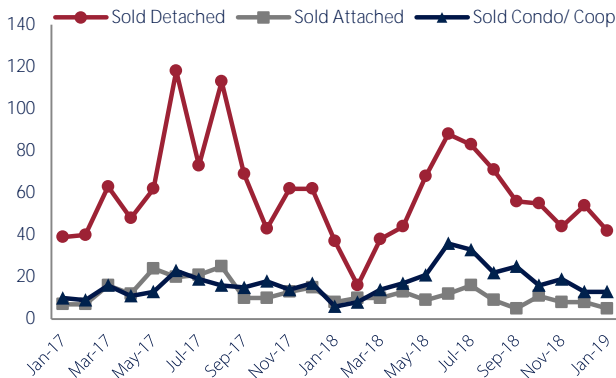
Days On Market

88



Up 29%
Vs. Year Ago

Units Sold*



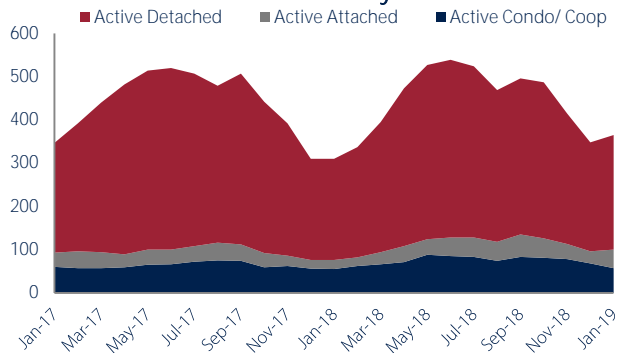
Units Sold

There was a decrease in total units sold in January, with 60 sold this month in Princeton, Pennington, and Northern Mercer County versus 75 last month, a decrease of 20%. This month's total units sold was higher than at this time last year, an increase of 18% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is higher by 55 units or 18%. The total number of active inventory this January was 365 compared to 310 in January 2018. This month's total of 365 is higher than the previous month's total supply of available inventory of 348, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Princeton, Pennington, and Northern Mercer County Homes was \$511,000. This January, the median sale price was \$460,000, a decrease of 10% or \$51,000 compared to last year. The current median sold price is 10% higher than in December.

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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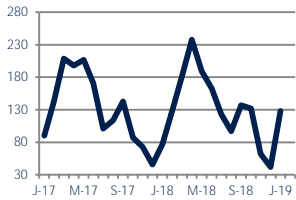
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

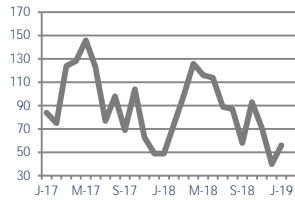
128



Up 66%
Vs. Year Ago

Current Contracts

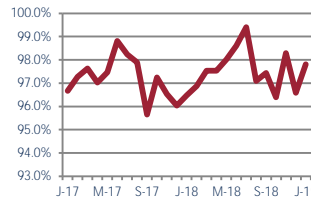
56



Up 14%
Vs. Year Ago

Sold Vs. List Price

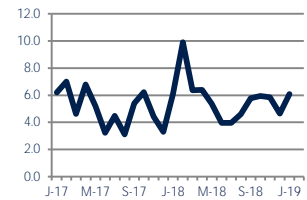
97.8%



Up 1.4%
Vs. Year Ago

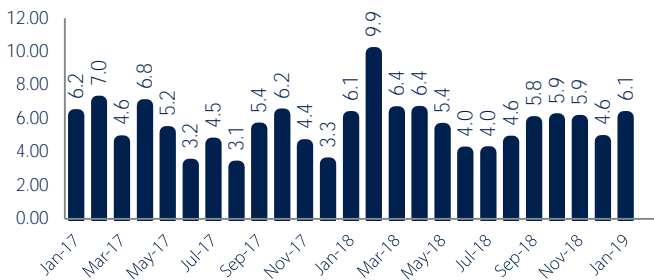
Months of Supply

6.1



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

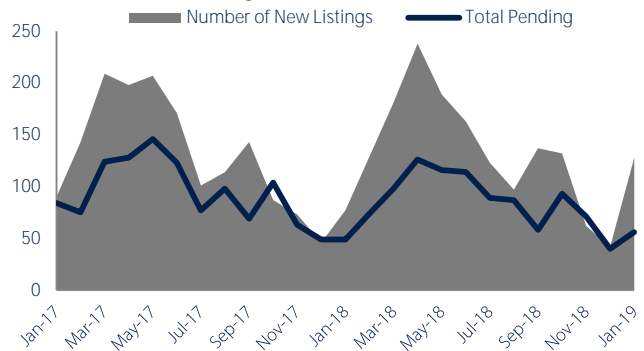
In January, there was 6.1 months of supply available in Princeton, Pennington, and Northern Mercer County. The amount of supply is similar compared to a year ago.

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.

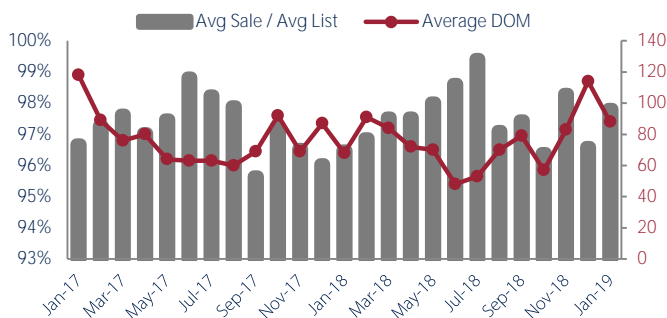
New Listings & Current Contracts

This month there were 128 homes newly listed for sale in Princeton, Pennington, and Northern Mercer County compared to 77 in January 2018, an increase of 66%. There were 56 current contracts pending sale this January compared to 49 a year ago. The number of current contracts is 14% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Princeton, Pennington, and Northern Mercer County was 97.8% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 88, higher than the average last year, which was 68, an increase of 29%.



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