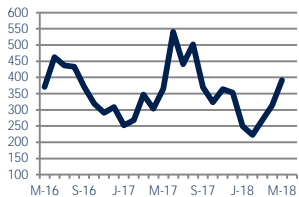




Units Sold

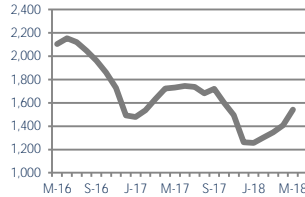
391



Up 7%
Vs. Year Ago

Active Inventory

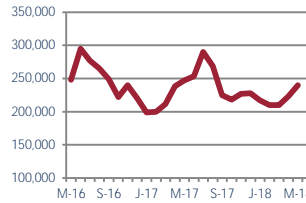
1,542



Down -11%
Vs. Year Ago

Median Sale Price

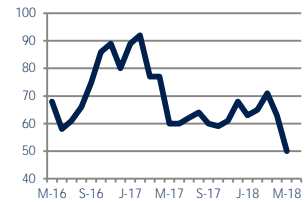
\$240,000



Down -3%
Vs. Year Ago

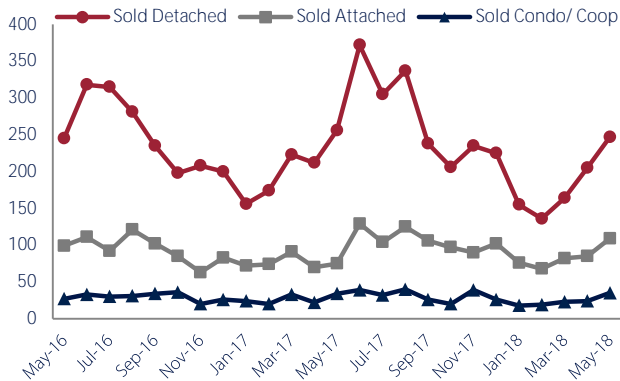
Days On Market

50



Down -17%
Vs. Year Ago

Units Sold*



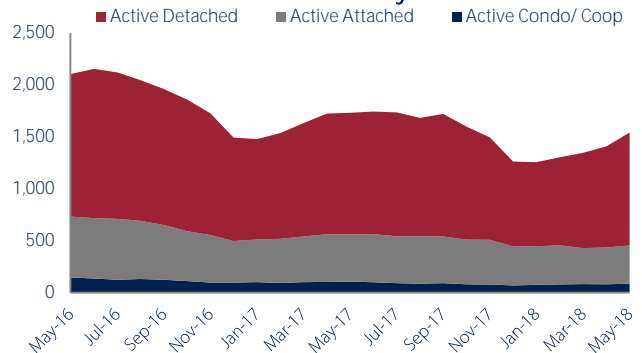
Units Sold

There was an increase in total units sold in May, with 391 sold this month in Mercer County versus 314 last month, an increase of 25%. This month's total units sold was higher than at this time last year, an increase of 7% versus May 2017.

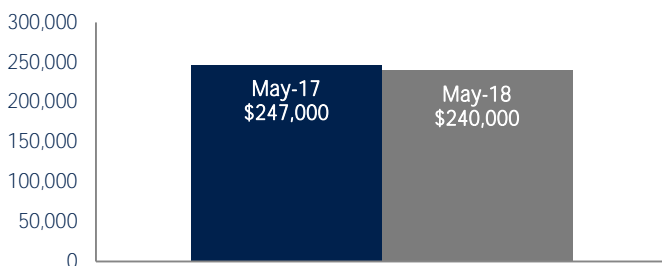
Active Inventory

Versus last year, the total number of homes available this month is lower by 190 units or 11%. The total number of active inventory this May was 1,542 compared to 1,732 in May 2017. This month's total of 1,542 is higher than the previous month's total supply of available inventory of 1,408, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Mercer County Homes was \$247,000. This May, the median sale price was \$240,000, a decrease of 3% or \$7,000 compared to last year. The current median sold price is 8% higher than in April.

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



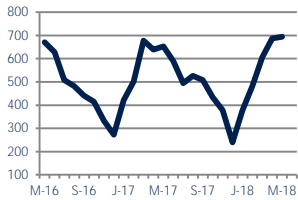
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by TREND and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

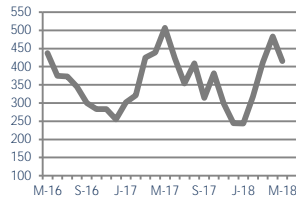
694



Up 6%
Vs. Year Ago

Current Contracts

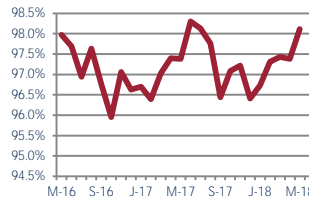
415



Down -18%
Vs. Year Ago

Sold Vs. List Price

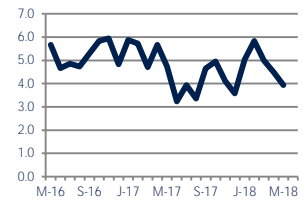
98.1%



Up 0.7%
Vs. Year Ago

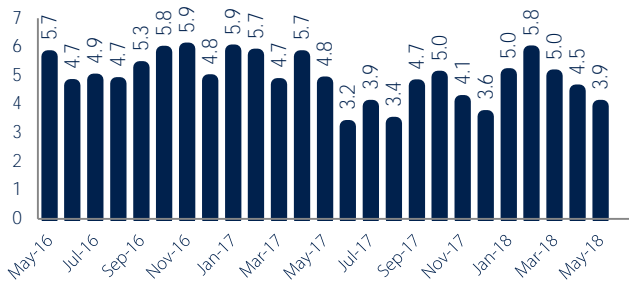
Months of Supply

3.9



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

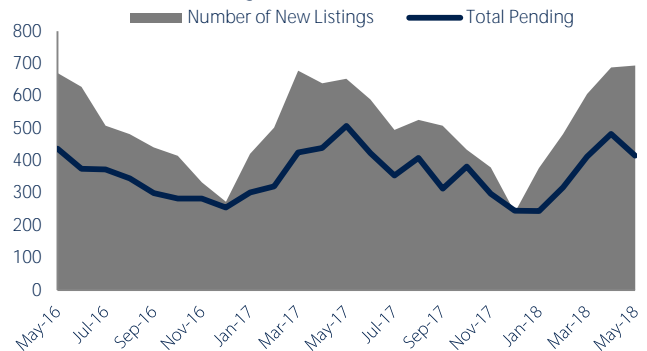
In May, there was 3.9 months of supply available in Mercer County, compared to 4.7 in May 2017. That is a decrease of 17% versus a year ago.

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.

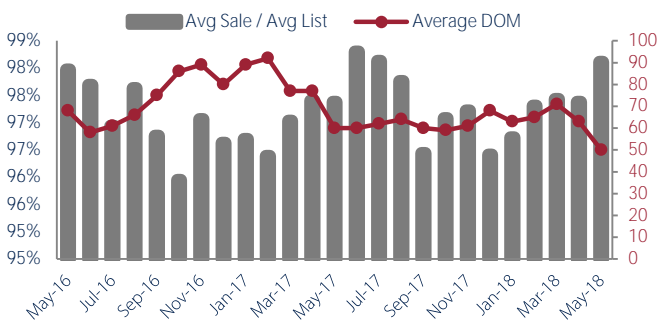
New Listings & Current Contracts

This month there were 694 homes newly listed for sale in Mercer County compared to 653 in May 2017, an increase of 6%. There were 415 current contracts pending sale this May compared to 507 a year ago. The number of current contracts is 18% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Mercer County was 98.1% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 60, a decrease of 17%.



*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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