

MARKET HISTORY

Includes data through 12/2011

Mercer County, NJ
Condo



Market History Report

The Market History Report details current and historical statistical information for condominium listings recorded within TREND. This statistical report is organized by county and contains valuable month-over-month, year-over-year statistical information for each of the last 10 years. The Market History Report details activity in a particular market over a 10-year period – from where it's been to where it's at now. The easy-to-read month-over-month, year-over-year chart and graph enables you to clearly identify the year-over-year changes while accounting for seasonal and market trends.

Utilizing the report allows you to gain a better understanding of your market. This will give you new insights and increase your company's value when working with consumers. This powerful report is provided exclusively to TREND members.

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Definitions

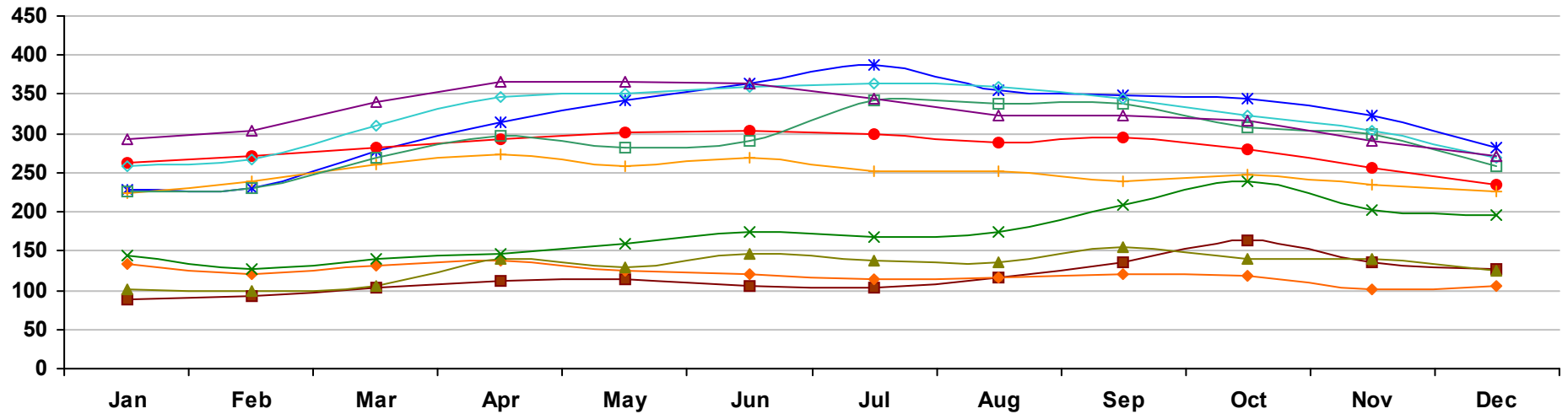
Total Inventory	The number of active condominium listings on the market on the last day of the specified month.
Inventory Accumulation	The number of months it would take to exhaust the current supply of condominium listings at the current absorption rate.
Absorption Rate	The average number of condominium listings sold in the market per month over the previous 12 months.
Pending Units	The number of condominium listings with Pending dates during the specified month.
Settled Units	The number of condominium listings with Settled dates during the specified month.
Total Settled Volume	The total dollar volume of condominium listings that have settled during the specified month.

Median Settled Price	The median price that condominium listings settled for during the specified month. Determined by arranging all Settled Listings in numerical order by price and then selecting the middle value.
Average Settled Price	The average price that condominium listings settled for during the specified month. Determined by dividing the Total Settled Volume by the number of Settled Listings.
Average Settled Price / Original Price	The average percentage of the Original Price that condominium listings settled for during the specified month. This number is determined by dividing the Settled Price by the Original Price for every listing, summing them and then dividing by the number of settled listings. TREND excludes listings if the Settled Price is greater than 150 percent or less than 50 percent of the Original Price. This ensures the percentage is more representative of listings in the market area.
Percent Change	The change in value as compared to the same month of the previous year. Indicated by +/-0.0%.

Notes on Statistics

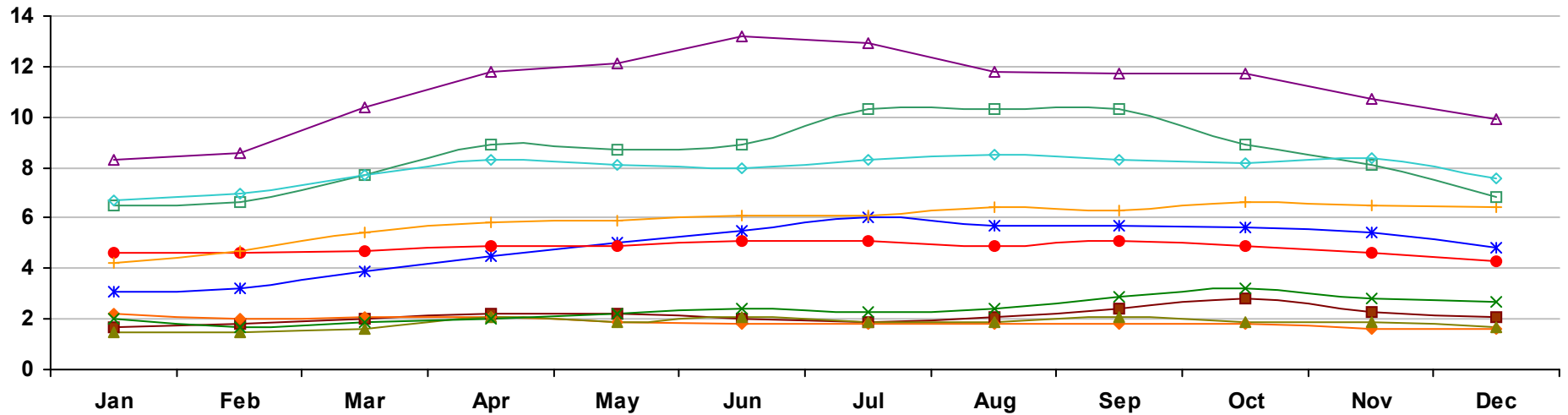
- All statistics are from TREND's monthly Residential Activity Reports. Due to the fluid nature of MLS data, insignificant statistical variations may occur with regard to sales activity between the various TREND reports.
- Mobile homes and single-family homes are excluded from these statistics.
- This report includes information on listings and transactions facilitated through TREND and does not reflect the total number of listings and transactions of a given market area.
- All monetary statistics are rounded to the nearest \$10.

Mercer County, NJ - Condo - Total Inventory



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002	88 -5.4%	92 -8.0%	104 5.1%	112 17.9%	115 0.9%	106 1.0%	104 6.1%	117 19.4%	135 53.4%	164 82.2%	135 42.1%	128 66.2%
2003	133 51.1%	120 30.4%	132 26.9%	137 22.3%	125 8.7%	120 13.2%	115 10.6%	117 0.0%	120 -11.1%	118 -28.0%	102 -24.4%	106 -17.2%
2004	101 -24.1%	100 -16.7%	106 -19.7%	139 1.5%	129 3.2%	146 21.7%	137 19.1%	136 16.2%	156 30.0%	141 19.5%	141 38.2%	125 17.9%
2005	144 42.6%	127 27.0%	140 32.1%	147 5.8%	160 24.0%	175 19.9%	167 21.9%	174 27.9%	208 33.3%	238 68.8%	203 44.0%	197 57.6%
2006	229 59.0%	230 81.1%	278 98.6%	315 114.3%	342 113.8%	364 108.0%	388 132.3%	356 104.6%	348 67.3%	344 44.5%	322 58.6%	281 42.6%
2007	262 14.4%	271 17.8%	282 1.4%	293 -7.0%	301 -12.0%	303 -16.8%	300 -22.7%	288 -19.1%	296 -14.9%	280 -18.6%	256 -20.5%	234 -16.7%
2008	223 -14.9%	238 -12.2%	260 -7.8%	273 -6.8%	259 -14.0%	269 -11.2%	251 -16.3%	252 -12.5%	238 -19.6%	247 -11.8%	235 -8.2%	226 -3.4%
2009	227 1.8%	231 -2.9%	270 3.8%	298 9.2%	283 9.3%	290 7.8%	343 36.7%	339 34.5%	339 42.4%	307 24.3%	300 27.7%	259 14.6%
2010	258 13.7%	266 15.2%	310 14.8%	347 16.4%	352 24.4%	359 23.8%	363 5.8%	359 5.9%	345 1.8%	322 4.9%	303 1.0%	269 3.9%
2011	293 13.6%	303 13.9%	340 9.7%	367 5.8%	367 4.3%	363 1.1%	345 -5.0%	322 -10.3%	323 -6.4%	317 -1.6%	291 -4.0%	271 0.7%

Mercer County, NJ - Condo - Inventory Accumulation

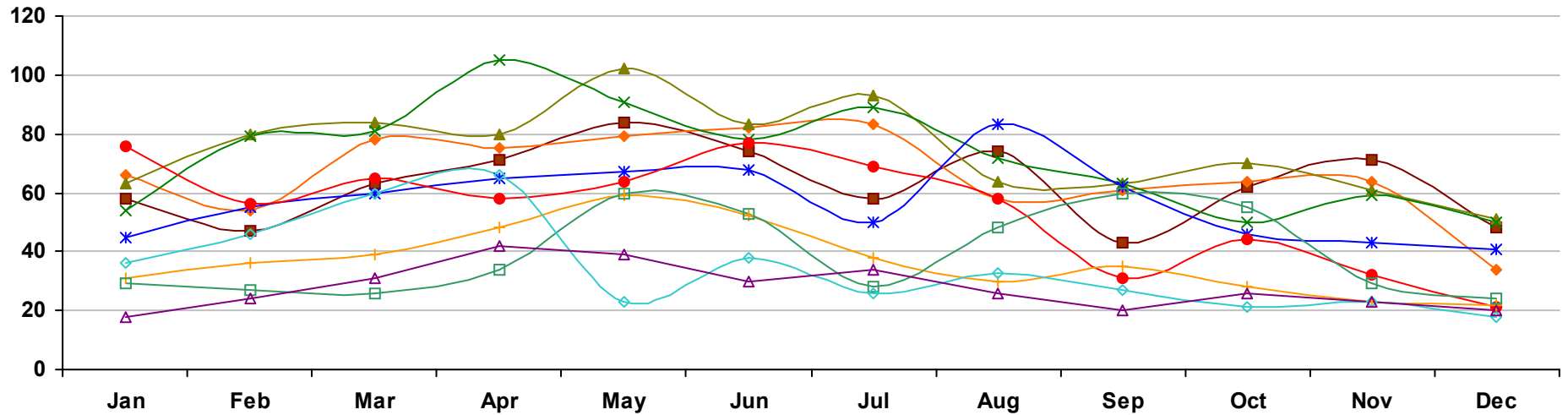


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002	1.7	1.8	2.0	2.2	2.2	2.0	1.9	2.1	2.4	2.8	2.3	2.1
	-15.0%	-14.3%	0.0%	15.8%	-4.3%	-4.8%	-5.0%	10.5%	41.2%	55.6%	21.1%	31.2%
2003	2.2	2.0	2.1	2.1	1.9	1.8	1.8	1.8	1.8	1.8	1.6	1.6
	29.4%	11.1%	5.0%	-4.5%	-13.6%	-10.0%	-5.3%	-14.3%	-25.0%	-35.7%	-30.4%	-23.8%
2004	1.5	1.5	1.6	2.1	1.9	2.1	1.9	1.9	2.1	1.9	1.9	1.7
	-31.8%	-25.0%	-23.8%	0.0%	0.0%	16.7%	5.6%	5.6%	16.7%	5.6%	18.7%	6.2%
2005	2.0	1.7	1.9	2.0	2.2	2.4	2.3	2.4	2.9	3.2	2.8	2.7
	33.3%	13.3%	18.7%	-4.8%	15.8%	14.3%	21.1%	26.3%	38.1%	68.4%	47.4%	58.8%
2006	3.1	3.2	3.9	4.5	5.0	5.5	6.0	5.7	5.7	5.6	5.4	4.8
	55.0%	88.2%	105.3%	125.0%	127.3%	129.2%	160.9%	137.5%	96.6%	75.0%	92.9%	77.8%
2007	4.6	4.6	4.7	4.9	4.9	5.1	5.1	4.9	5.1	4.9	4.6	4.3
	48.4%	43.7%	20.5%	8.9%	-2.0%	-7.3%	-15.0%	-14.0%	-10.5%	-12.5%	-14.8%	-10.4%
2008	4.2	4.7	5.4	5.8	5.9	6.1	6.1	6.4	6.3	6.6	6.5	6.4
	-8.7%	2.2%	14.9%	18.4%	20.4%	19.6%	19.6%	30.6%	23.5%	34.7%	41.3%	48.8%
2009	6.5	6.6	7.7	8.9	8.7	8.9	10.3	10.3	10.3	8.9	8.1	6.8
	54.8%	40.4%	42.6%	53.4%	47.5%	45.9%	68.9%	60.9%	63.5%	34.8%	24.6%	6.2%
2010	6.7	7.0	7.7	8.3	8.1	8.0	8.3	8.5	8.3	8.2	8.4	7.6
	3.1%	6.1%	0.0%	-6.7%	-6.9%	-10.1%	-19.4%	-17.5%	-19.4%	-7.9%	3.7%	11.8%
2011	8.3	8.6	10.4	11.8	12.1	13.2	12.9	11.8	11.7	11.7	10.7	9.9
	23.9%	22.9%	35.1%	42.2%	49.4%	65.0%	55.4%	38.8%	41.0%	42.7%	27.4%	30.3%

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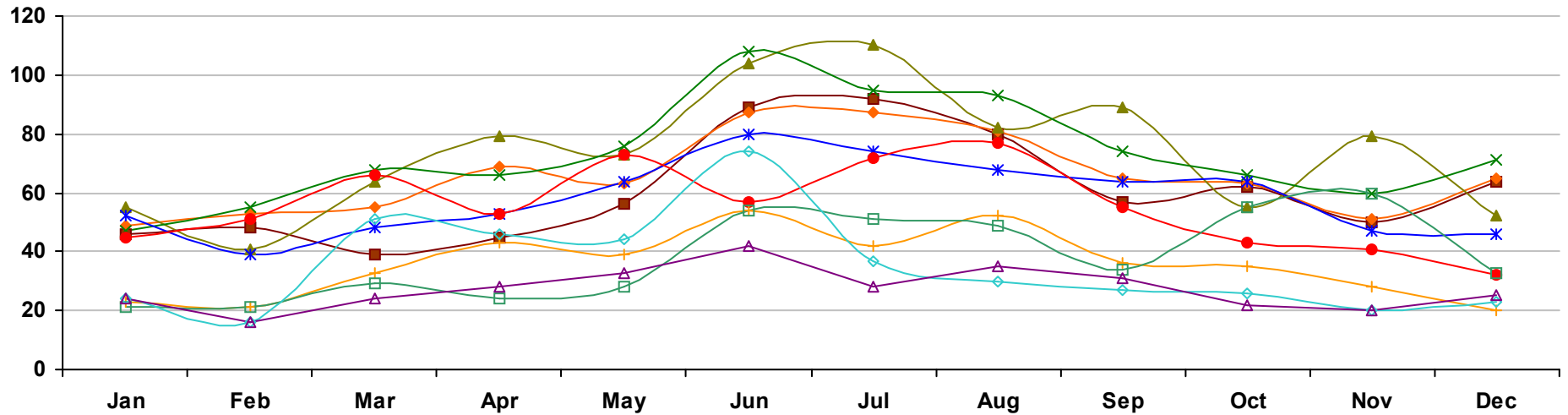
Mercer County, NJ - Condo - Pending Units



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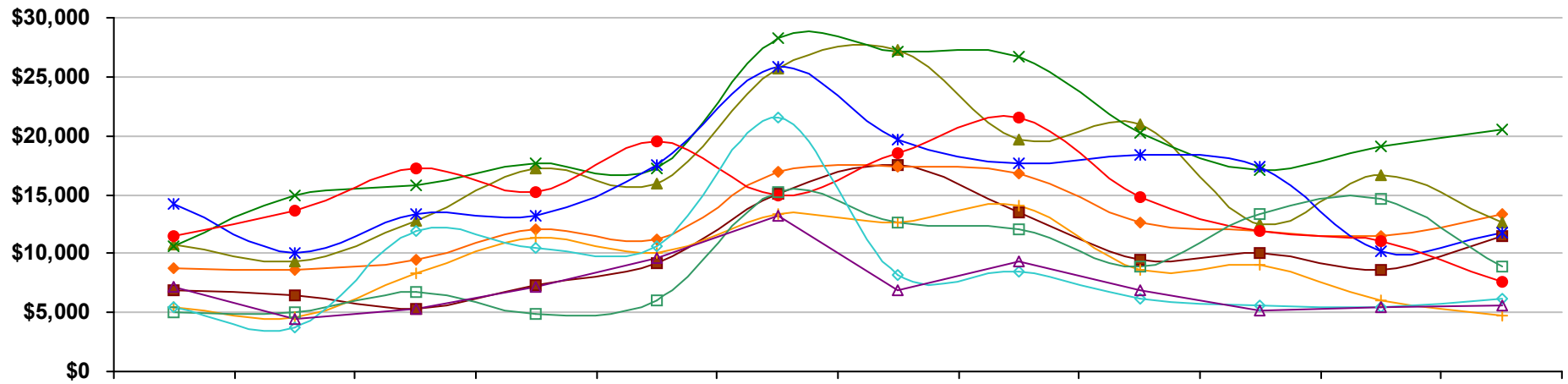
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Mercer County, NJ - Condo - Settled Units



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002	46 64.3%	48 37.1%	39 -9.3%	45 -22.4%	56 64.7%	89 41.3%	92 35.3%	80 17.6%	57 5.6%	62 24.0%	50 22.0%	64 56.1%
2003	49 6.5%	53 10.4%	55 41.0%	69 53.3%	63 12.5%	87 -2.2%	87 -5.4%	81 1.2%	65 14.0%	63 1.6%	51 2.0%	65 1.6%
2004	55 12.2%	41 -22.6%	64 16.4%	79 14.5%	73 15.9%	104 19.5%	110 26.4%	82 1.2%	89 36.9%	55 -12.7%	79 54.9%	52 -20.0%
2005	47 -14.5%	55 34.1%	68 6.2%	66 -16.5%	76 4.1%	108 3.8%	95 -13.6%	93 13.4%	74 -16.9%	66 20.0%	60 -24.1%	71 36.5%
2006	52 10.6%	39 -29.1%	48 -29.4%	53 -19.7%	64 -15.8%	80 -25.9%	74 -22.1%	68 -26.9%	64 -13.5%	64 -3.0%	47 -21.7%	46 -35.2%
2007	45 -13.5%	51 30.8%	66 37.5%	53 0.0%	73 14.1%	57 -28.8%	72 -2.7%	77 13.2%	55 -14.1%	43 -32.8%	41 -12.8%	32 -30.4%
2008	23 -48.9%	21 -58.8%	33 -50.0%	43 -18.9%	39 -46.6%	54 -5.3%	42 -41.7%	52 -32.5%	36 -34.5%	35 -18.6%	28 -31.7%	20 -37.5%
2009	21 -8.7%	21 0.0%	29 -12.1%	24 -44.2%	28 -28.2%	54 0.0%	51 21.4%	49 -5.8%	34 -5.6%	55 57.1%	60 114.3%	33 65.0%
2010	24 14.3%	16 -23.8%	51 75.9%	46 91.7%	44 57.1%	74 37.0%	37 -27.5%	30 -38.8%	27 -20.6%	26 -52.7%	20 -66.7%	23 -30.3%
2011	24 0.0%	16 0.0%	24 -52.9%	28 -39.1%	33 -25.0%	42 -43.2%	28 -24.3%	35 16.7%	31 14.8%	22 -15.4%	20 0.0%	25 8.7%

Mercer County, NJ - Condo - Total Settled Volume



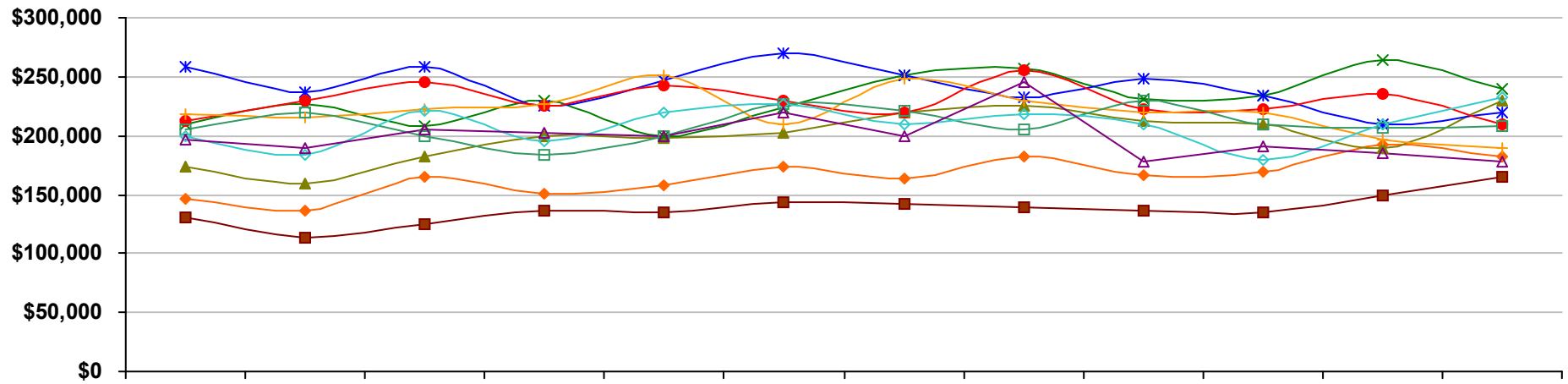
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002	\$6,922 116.0%	\$6,443 24.5%	\$5,353 4.5%	\$7,342 1.2%	\$9,129 97.0%	\$15,102 61.7%	\$17,456 73.5%	\$13,478 36.0%	\$9,425 5.7%	\$10,007 50.8%	\$8,563 47.2%	\$11,465 109.2%
2003	\$8,792 27.0%	\$8,681 34.7%	\$9,419 76.0%	\$12,009 63.6%	\$11,159 22.2%	\$16,915 12.0%	\$17,301 -0.9%	\$16,812 24.7%	\$12,651 34.2%	\$11,904 19.0%	\$11,528 34.6%	\$13,315 16.1%
2004	\$10,786 22.7%	\$9,391 8.2%	\$12,836 36.3%	\$17,170 43.0%	\$15,954 43.0%	\$25,665 51.7%	\$27,222 57.3%	\$19,683 17.1%	\$20,942 65.5%	\$12,520 5.2%	\$16,654 44.5%	\$12,702 -4.6%
2005	\$10,575 -2.0%	\$14,994 59.7%	\$15,799 23.1%	\$17,723 3.2%	\$17,223 8.0%	\$28,283 10.2%	\$27,144 -0.3%	\$26,641 35.4%	\$20,231 -3.4%	\$17,132 36.8%	\$19,143 14.9%	\$20,551 61.8%
2006	\$14,200 34.3%	\$10,027 -33.1%	\$13,354 -15.5%	\$13,181 -25.6%	\$17,574 2.0%	\$25,825 -8.7%	\$19,718 -27.4%	\$17,700 -33.6%	\$18,342 -9.3%	\$17,336 1.2%	\$10,145 -47.0%	\$11,731 -42.9%
2007	\$11,455 -19.3%	\$13,648 36.1%	\$17,269 29.3%	\$15,150 14.9%	\$19,582 11.4%	\$14,894 -42.3%	\$18,467 -6.3%	\$21,550 21.8%	\$14,745 -19.6%	\$11,941 -31.1%	\$10,995 8.4%	\$7,607 -35.2%
2008	\$5,474 -52.2%	\$4,577 -66.5%	\$8,376 -51.5%	\$11,400 -24.8%	\$9,980 -49.0%	\$13,421 -9.9%	\$12,616 -31.7%	\$14,006 -35.0%	\$8,634 -41.4%	\$9,049 -24.2%	\$6,025 -45.2%	\$4,676 -38.5%
2009	\$4,988 -8.9%	\$5,036 10.0%	\$6,691 -20.1%	\$4,857 -57.4%	\$6,095 -38.9%	\$15,277 13.8%	\$12,603 -0.1%	\$12,036 -14.1%	\$8,859 2.6%	\$13,305 47.0%	\$14,667 143.4%	\$8,895 90.2%
2010	\$5,424 8.7%	\$3,752 -25.5%	\$11,932 78.3%	\$10,460 115.4%	\$10,581 73.6%	\$21,492 40.7%	\$8,213 -34.8%	\$8,518 -29.2%	\$6,224 -29.7%	\$5,549 -58.3%	\$5,393 -63.2%	\$6,118 -31.2%
2011	\$7,220 33.1%	\$4,490 19.7%	\$5,361 -55.1%	\$7,135 -31.8%	\$9,651 -8.8%	\$13,143 -38.8%	\$6,954 -15.3%	\$9,387 10.2%	\$6,948 11.6%	\$5,236 -5.6%	\$5,452 1.1%	\$5,549 -9.3%

Values on this report are displayed in Thousands

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Mercer County, NJ - Condo - Median Settled Price

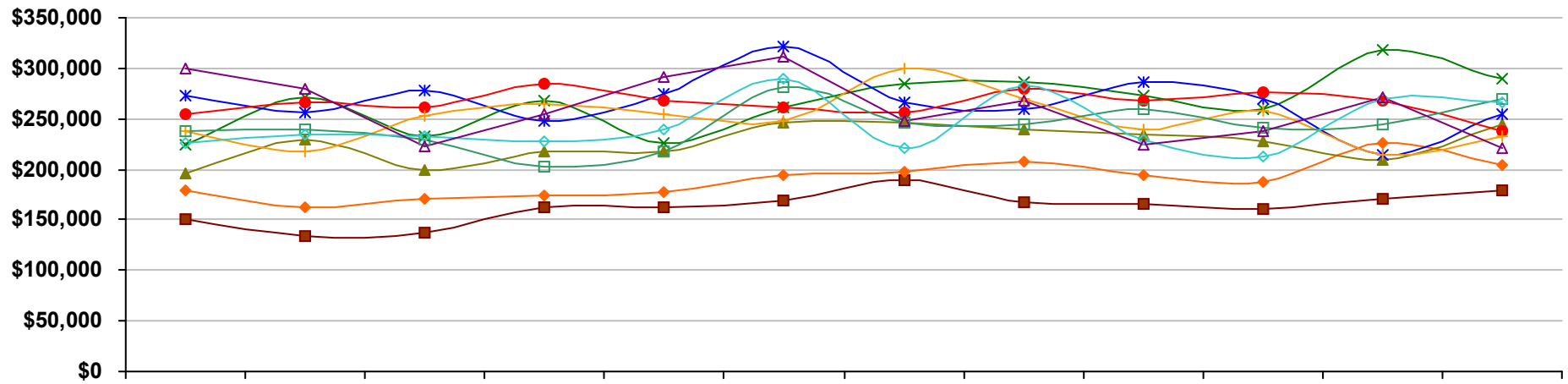


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2002	\$130,000 36.8%	\$114,000 12.9%	\$125,000 25.0%	\$136,000 28.3%	\$135,000 35.0%	\$144,000 20.0%	\$142,000 22.4%	\$139,000 10.3%	\$137,000 19.1%	\$135,000 15.4%	\$150,000 31.6%	\$165,000 37.5%
◆ 2003	\$146,000 12.3%	\$136,000 19.3%	\$165,000 32.0%	\$151,000 11.0%	\$158,000 17.0%	\$173,000 20.1%	\$164,000 15.5%	\$182,000 30.9%	\$167,000 21.9%	\$169,000 25.2%	\$192,000 28.0%	\$183,000 10.9%
▲ 2004	\$173,000 18.5%	\$160,000 17.6%	\$182,000 10.3%	\$199,000 31.8%	\$198,000 25.3%	\$202,000 16.8%	\$219,000 33.5%	\$225,000 23.6%	\$212,000 26.9%	\$209,000 23.7%	\$190,000 -1.0%	\$229,000 25.1%
✖ 2005	\$210,000 21.4%	\$227,000 41.9%	\$208,000 14.3%	\$230,000 15.6%	\$200,000 1.0%	\$224,000 10.9%	\$251,000 14.6%	\$257,000 14.2%	\$231,000 9.0%	\$234,000 12.0%	\$264,000 38.9%	\$240,000 4.8%
✱ 2006	\$259,000 23.3%	\$237,000 4.4%	\$258,000 24.0%	\$226,000 -1.7%	\$247,000 23.5%	\$270,000 20.5%	\$251,000 0.0%	\$232,000 -9.7%	\$248,000 7.4%	\$234,000 0.0%	\$210,000 -20.5%	\$220,000 -8.3%
● 2007	\$213,000 -17.8%	\$230,000 -3.0%	\$245,000 -5.0%	\$225,000 -0.4%	\$242,000 -2.0%	\$230,000 -14.8%	\$220,000 -12.4%	\$255,000 9.9%	\$222,000 -10.5%	\$223,000 -4.7%	\$235,000 11.9%	\$210,000 -4.5%
✚ 2008	\$218,000 2.3%	\$215,000 -6.5%	\$222,000 -9.4%	\$227,000 0.9%	\$251,000 3.7%	\$210,000 -8.7%	\$249,000 13.2%	\$229,000 -10.2%	\$220,000 -0.9%	\$220,000 -1.3%	\$196,000 -16.6%	\$189,000 -10.0%
◻ 2009	\$205,000 -6.0%	\$220,000 2.3%	\$200,000 -9.9%	\$184,000 -18.9%	\$200,000 -20.3%	\$227,000 8.1%	\$221,000 -11.2%	\$205,000 -10.5%	\$230,000 4.5%	\$209,000 -5.0%	\$206,000 5.1%	\$208,000 10.1%
◇ 2010	\$200,000 -2.4%	\$184,000 -16.4%	\$221,000 10.5%	\$195,000 6.0%	\$220,000 10.0%	\$227,000 0.0%	\$210,000 -5.0%	\$218,000 6.3%	\$210,000 -8.7%	\$180,000 -13.9%	\$209,000 1.5%	\$233,000 12.0%
△ 2011	\$196,000 -2.0%	\$190,000 3.3%	\$205,000 -7.2%	\$202,000 3.6%	\$200,000 -9.1%	\$220,000 -3.1%	\$200,000 -4.8%	\$245,000 12.4%	\$178,000 -15.2%	\$191,000 6.1%	\$185,000 -11.5%	\$178,000 -23.6%

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Mercer County, NJ - Condo - Average Settled Price

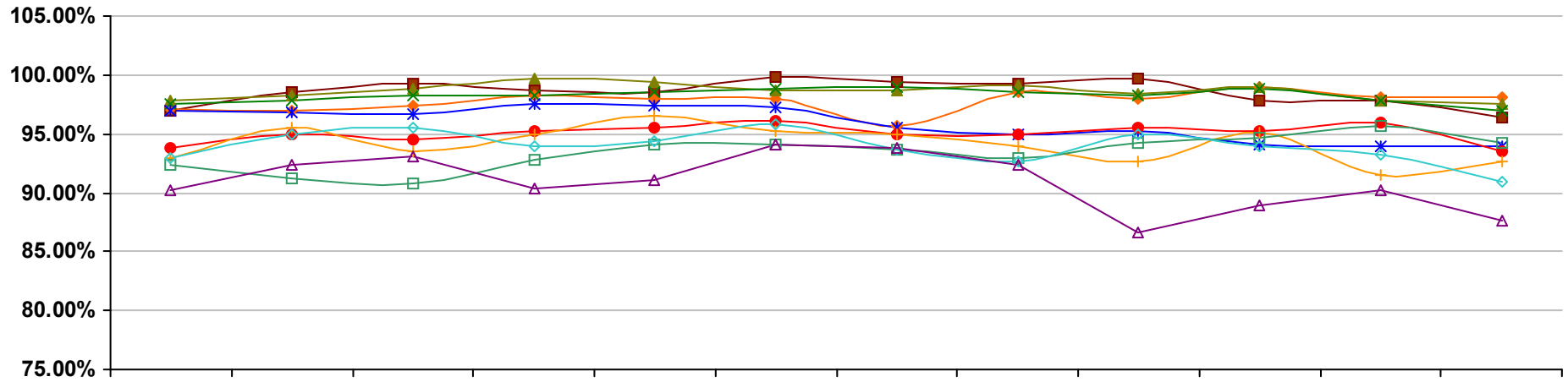


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2002	\$150,000 31.6%	\$134,000 -8.8%	\$137,000 15.1%	\$163,000 30.4%	\$163,000 19.9%	\$169,000 14.2%	\$189,000 28.6%	\$168,000 15.9%	\$165,000 0.0%	\$161,000 22.0%	\$171,000 21.3%	\$179,000 34.6%
◆ 2003	\$179,000 19.3%	\$163,000 21.6%	\$171,000 24.8%	\$174,000 6.7%	\$177,000 8.6%	\$194,000 14.8%	\$198,000 4.8%	\$207,000 23.2%	\$194,000 17.6%	\$188,000 16.8%	\$226,000 32.2%	\$204,000 14.0%
▲ 2004	\$196,000 9.5%	\$229,000 40.5%	\$200,000 17.0%	\$217,000 24.7%	\$218,000 23.2%	\$246,000 26.8%	\$247,000 24.7%	\$240,000 15.9%	\$235,000 21.1%	\$227,000 20.7%	\$210,000 -7.1%	\$244,000 19.6%
✕ 2005	\$225,000 14.8%	\$272,000 18.8%	\$232,000 16.0%	\$268,000 23.5%	\$226,000 3.7%	\$261,000 6.1%	\$285,000 15.4%	\$286,000 19.2%	\$273,000 16.2%	\$259,000 14.1%	\$319,000 51.9%	\$289,000 18.4%
✱ 2006	\$273,000 21.3%	\$257,000 -5.5%	\$278,000 19.8%	\$248,000 -7.5%	\$274,000 21.2%	\$322,000 23.4%	\$266,000 -6.7%	\$260,000 -9.1%	\$286,000 4.8%	\$270,000 4.2%	\$215,000 -32.6%	\$255,000 -11.8%
● 2007	\$254,000 -7.0%	\$267,000 3.9%	\$261,000 -6.1%	\$285,000 14.9%	\$268,000 -2.2%	\$261,000 -18.9%	\$256,000 -3.8%	\$279,000 7.3%	\$268,000 -6.3%	\$277,000 2.6%	\$268,000 24.7%	\$237,000 -7.1%
✚ 2008	\$238,000 -6.3%	\$217,000 -18.7%	\$253,000 -3.1%	\$265,000 -7.0%	\$255,000 -4.9%	\$248,000 -5.0%	\$300,000 17.2%	\$269,000 -3.6%	\$239,000 -10.8%	\$258,000 -6.9%	\$215,000 -19.8%	\$233,000 -1.7%
◻ 2009	\$237,000 -0.4%	\$239,000 10.1%	\$230,000 -9.1%	\$202,000 -23.8%	\$217,000 -14.9%	\$282,000 13.7%	\$247,000 -17.7%	\$245,000 -8.9%	\$260,000 8.8%	\$241,000 -6.6%	\$244,000 13.5%	\$269,000 15.5%
◇ 2010	\$226,000 -4.6%	\$234,000 -2.1%	\$233,000 1.3%	\$227,000 12.4%	\$240,000 10.6%	\$290,000 2.8%	\$221,000 -10.5%	\$283,000 15.5%	\$230,000 -11.5%	\$213,000 -11.6%	\$269,000 10.2%	\$266,000 -1.1%
△ 2011	\$300,000 32.7%	\$280,000 19.7%	\$223,000 -4.3%	\$254,000 11.9%	\$292,000 21.7%	\$312,000 7.6%	\$248,000 12.2%	\$268,000 -5.3%	\$224,000 -2.6%	\$238,000 11.7%	\$272,000 1.1%	\$221,000 -16.9%

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Mercer County, NJ - Condo - Average Settled Price/Original Price



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2002	96.9% 0.8%	98.6% 0.1%	99.2% 1.0%	98.7% 0.8%	98.6% -0.5%	99.8% 0.2%	99.4% 1.1%	99.3% 0.5%	99.7% 1.2%	97.8% -1.3%	97.8% -0.4%	96.4% -0.8%
2003	97.1% 0.2%	97.0% -1.6%	97.4% -1.7%	98.3% -0.4%	97.9% -0.7%	98.0% -1.9%	95.7% -3.7%	98.5% -0.8%	97.9% -1.8%	99.0% 1.2%	98.1% 0.3%	98.1% 1.7%
2004	97.8% 0.7%	98.3% 1.3%	98.8% 1.4%	99.7% 1.5%	99.4% 1.6%	98.7% 0.7%	98.7% 3.1%	99.1% 0.6%	98.4% 0.4%	99.0% 0.0%	97.8% -0.3%	97.6% -0.5%
2005	97.5% -0.3%	97.8% -0.6%	98.3% -0.5%	98.3% -1.5%	98.5% -0.9%	98.8% 0.1%	99.0% 0.3%	98.5% -0.5%	98.3% -0.1%	98.8% -0.1%	97.8% 0.1%	97.0% -0.6%
2006	96.9% -0.6%	96.8% -1.0%	96.7% -1.6%	97.6% -0.7%	97.4% -1.1%	97.3% -1.5%	95.5% -3.6%	94.9% -3.7%	95.2% -3.1%	94.1% -4.8%	93.9% -4.0%	94.0% -3.1%
2007	93.8% -3.2%	95.0% -1.9%	94.5% -2.3%	95.3% -2.3%	95.5% -2.0%	96.1% -1.3%	95.0% -0.5%	95.0% 0.1%	95.5% 0.3%	95.2% 1.2%	96.0% 2.3%	93.5% -0.6%
2008	92.9% -1.0%	95.5% 0.5%	93.5% -1.1%	95.0% -0.4%	96.5% 1.0%	95.3% -0.8%	95.0% 0.1%	94.0% -1.1%	92.6% -3.0%	95.1% -0.1%	91.5% -4.7%	92.6% -0.9%
2009	92.3% -0.7%	91.2% -4.5%	90.8% -2.9%	92.8% -2.3%	94.1% -2.5%	94.1% -1.3%	93.7% -1.4%	93.0% -1.0%	94.3% 1.8%	94.6% -0.5%	95.6% 4.5%	94.3% 1.8%
2010	93.0% 0.8%	95.0% 4.2%	95.5% 5.2%	93.9% 1.2%	94.4% 0.3%	95.8% 1.8%	93.6% -0.1%	92.6% -0.5%	94.9% 0.6%	93.9% -0.7%	93.2% -2.5%	90.9% -3.6%
2011	90.2% -3.0%	92.4% -2.8%	93.1% -2.5%	90.4% -3.8%	91.1% -3.5%	94.1% -1.8%	93.8% 0.2%	92.3% -0.3%	86.6% -8.8%	88.9% -5.4%	90.2% -3.2%	87.6% -3.6%