

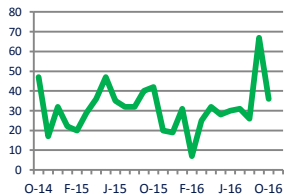
## Focus On: Avalon and Stone Harbor Housing Market

October 2016

Zip Code(s): 08202 and 08247

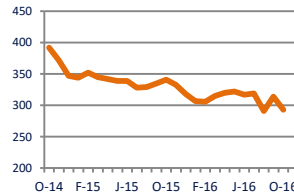
### Units Sold

36



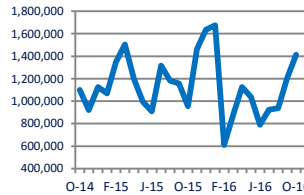
### Active Inventory

293



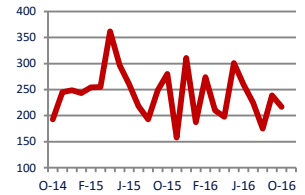
### Median Sale Price

\$1,412,500



### Days On Market

217



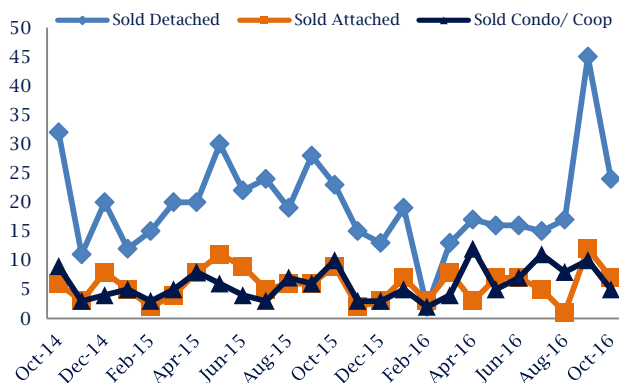
Down  
Vs. Year Ago

Down -14%  
Vs. Year Ago

Up  
Vs. Year Ago

Down -22%  
Vs. Year Ago

### Units Sold\*



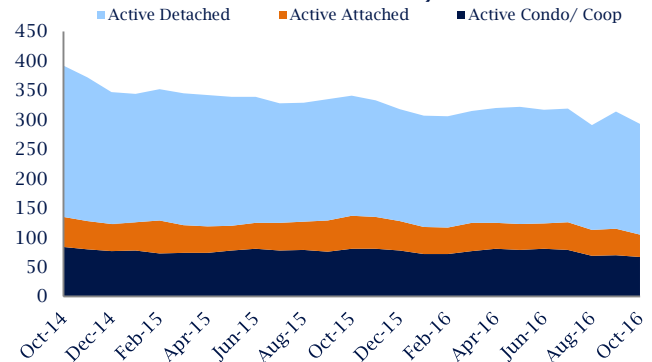
### Units Sold

With relatively few transactions, there was a decrease in total units sold in October, with 36 sold this month in Avalon and Stone Harbor. This month's total units sold was lower than at this time last year, a decrease from October 2015.

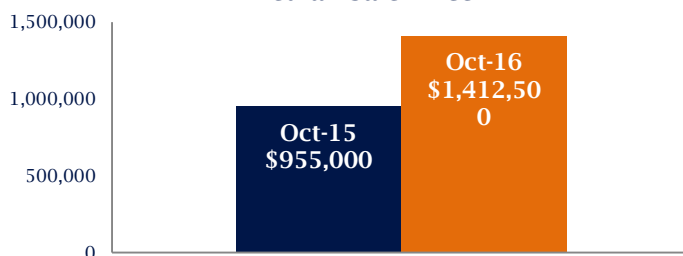
### Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 14%. The total number of active inventory this October was 293 compared to 341 in October 2015. This month's total of 293 is lower than the previous month's total supply of available inventory of 314, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last October, the median sale price for Avalon and Stone Harbor Homes was \$955,000. This October, the median sale price was \$1,412,500, an increase of \$457,500 compared to last year. The current median sold price is higher than in September.

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

Avalon and Stone Harbor are defined as properties listed in zip code/s 08202 and 08247.

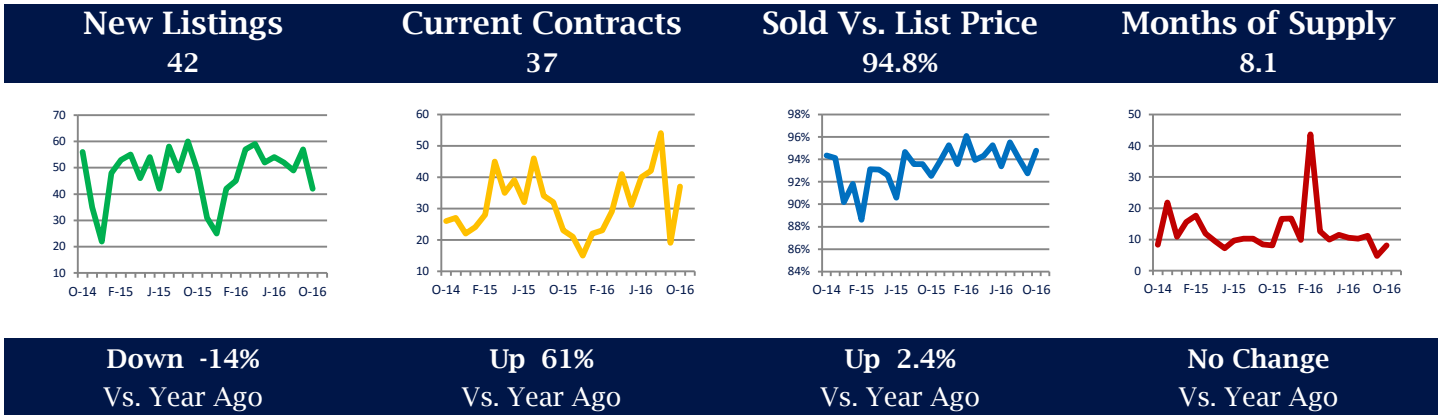
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CMCAOR 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 CMCAOR or Long & Foster Real Estate, Inc.

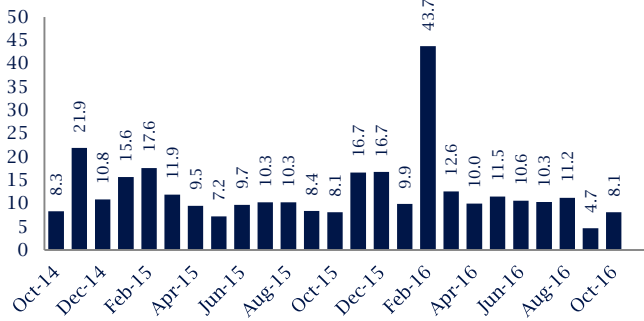
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### Months Of Supply



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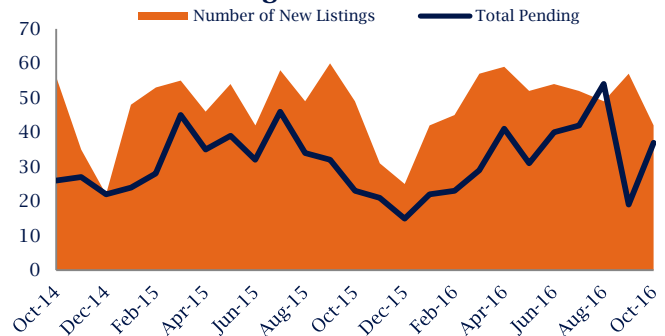
In October, there was 8.1 months of supply available in Avalon and Stone Harbor. The amount of supply is similar compared to a year ago.

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 42 homes newly listed for sale in Avalon and Stone Harbor compared to 49 in October 2015, a decrease of 14%. There were 37 current contracts pending sale this October compared to 23 a year ago. The number of current contracts is 61% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Avalon and Stone Harbor was 94.8% of the average list price, which is 2.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 217, lower than the average last year, which was 280, a decrease of 23%.

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