

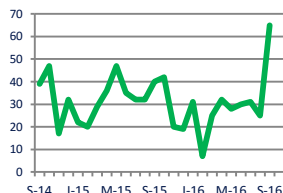
Focus On: Avalon and Stone Harbor Housing Market

September 2016

Zip Code(s): 08202 and 08247

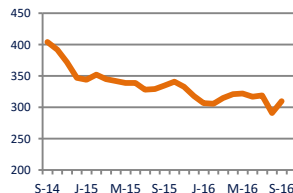
Units Sold

65



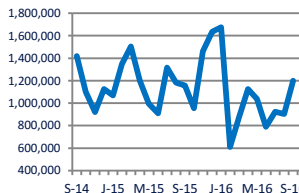
Active Inventory

310



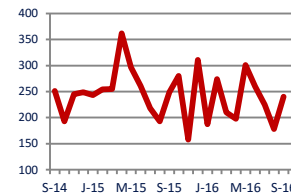
Median Sale Price

\$1,200,000



Days On Market

240

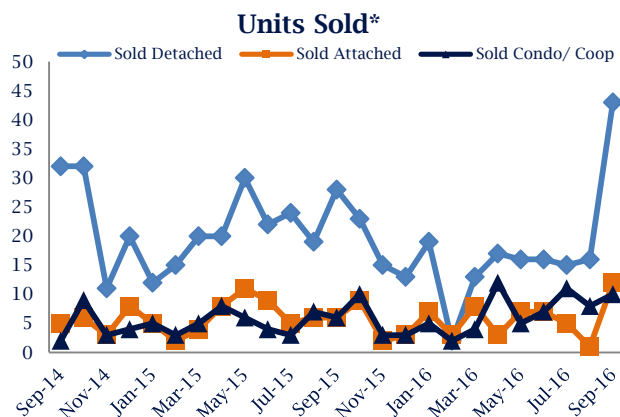


Up
Vs. Year Ago

Down -7%
Vs. Year Ago

Up
Vs. Year Ago

Down -4%
Vs. Year Ago

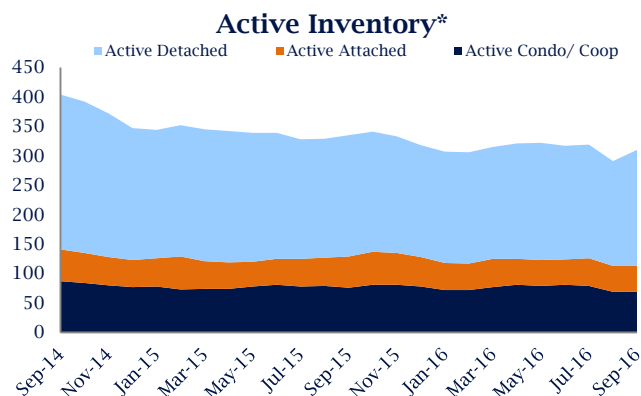


Units Sold

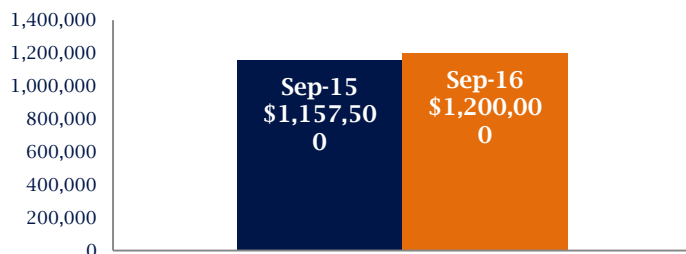
There was an increase in total units sold in September, with 65 sold this month in Avalon and Stone Harbor. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 7%. The total number of active inventory this September was 310 compared to 335 in September 2015. This month's total of 310 is higher than the previous month's total supply of available inventory of 291, an increase of 7%.



Median Sale Price



Median Sale Price

Last September, the median sale price for Avalon and Stone Harbor Homes was \$1,157,500. This September, the median sale price was \$1,200,000, an increase of \$42,500 compared to last year. The current median sold price is higher 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.

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.

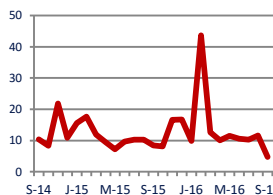
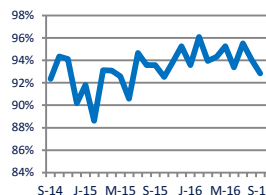
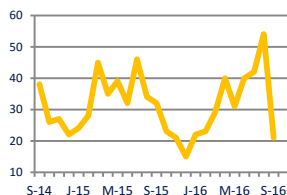
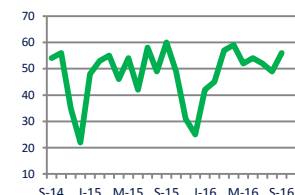
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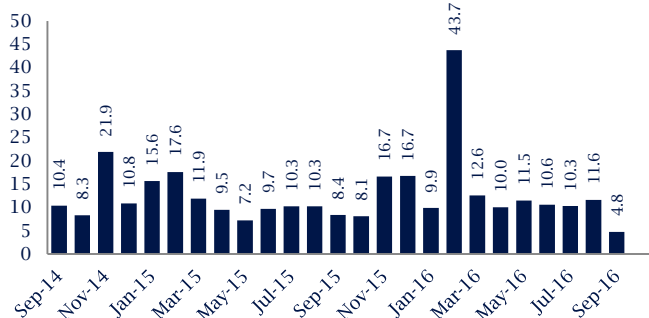
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Months Of Supply



Months of Supply

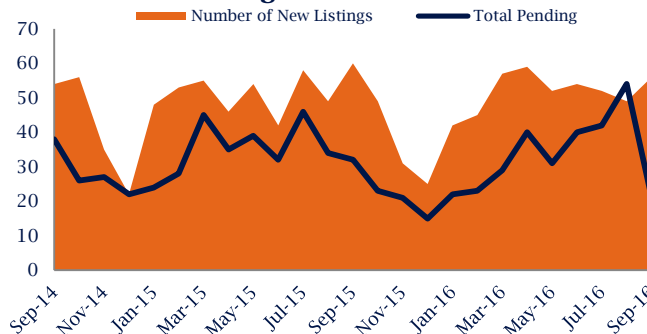
In September, there was 4.8 months of supply available in Avalon and Stone Harbor, compared to 8.4 in September 2015. That is a decrease of 43% versus a year ago.

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.

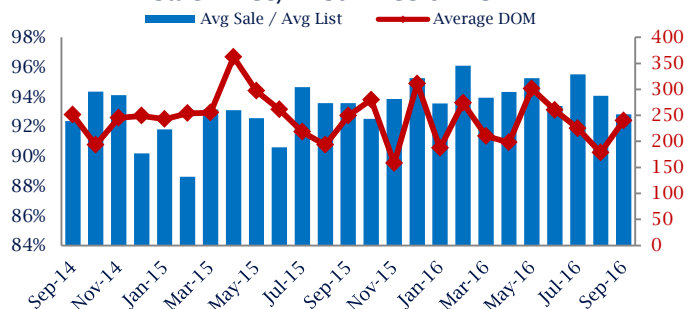
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Avalon and Stone Harbor compared to 60 in September 2015, a decrease of 7%. There were 21 current contracts pending sale this September compared to 32 a year ago. The number of current contracts is 34% 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 Avalon and Stone Harbor was 92.8% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 240, lower than the average last year, which was 249, a decrease of 4%.

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