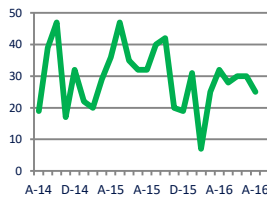


Focus On: Avalon and Stone Harbor Housing Market

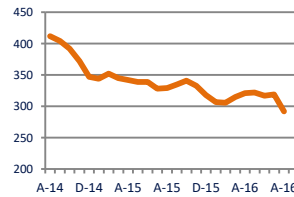
August 2016

Zip Code(s): 08202 and 08247

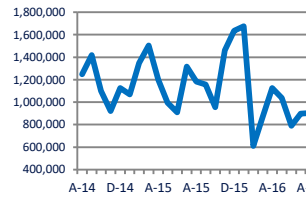
Units Sold
25



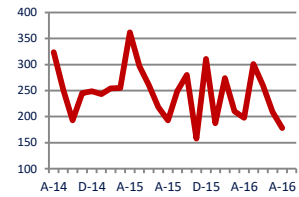
Active Inventory
292



Median Sale Price
\$902,500



Days On Market
178

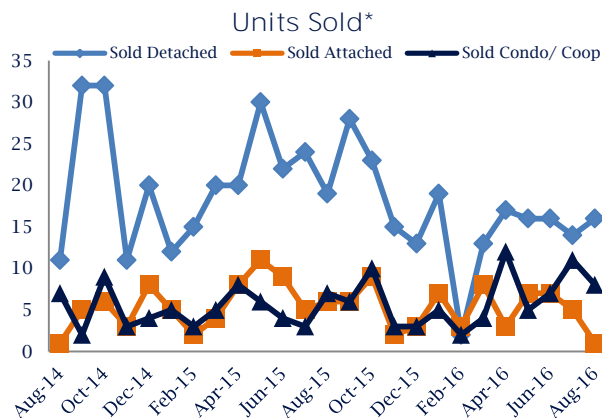


Down -22%
Vs. Year Ago

Down -11%
Vs. Year Ago

Down -24%
Vs. Year Ago

Down -8%
Vs. Year Ago

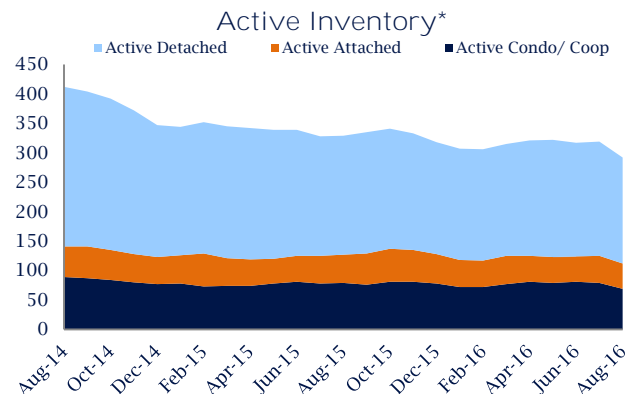


Units Sold

There was a decrease in total units sold in August, with 25 sold this month in Avalon and Stone Harbor versus 30 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 22% versus August 2015.

Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 11%. The total number of active inventory this August was 292 compared to 329 in August 2015. This month's total of 292 is lower than the previous month's total supply of available inventory of 319, a decrease of 8%.



Median Sale Price



Median Sale Price

Last August, the median sale price for Avalon and Stone Harbor Homes was \$1,182,500. This August, the median sale price was \$902,500, a decrease of 24% or \$280,000 compared to last year. The current median sold price is 1% higher than in July.

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.

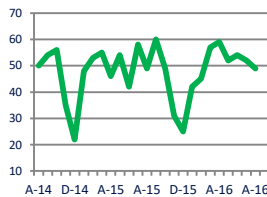
Focus On: Avalon and Stone Harbor Housing Market

August 2016

Zip Code(s): 08202 and 08247

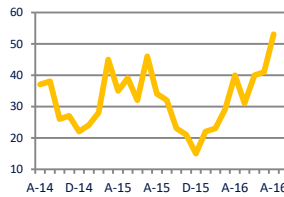
New Listings

49



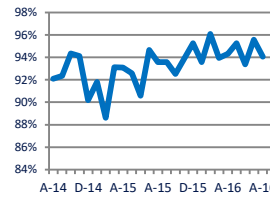
Current Contracts

53



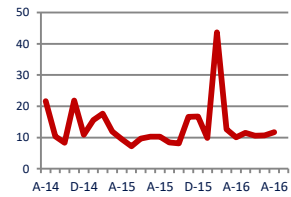
Sold Vs. List Price

94.1%



Months of Supply

11.7



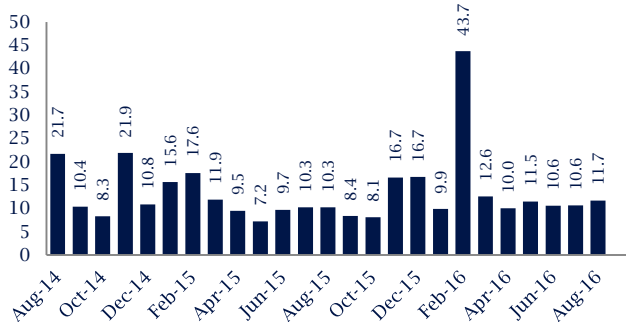
No Change
Vs. Year Ago

Up 56%
Vs. Year Ago

Up 0.5%
Vs. Year Ago

Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

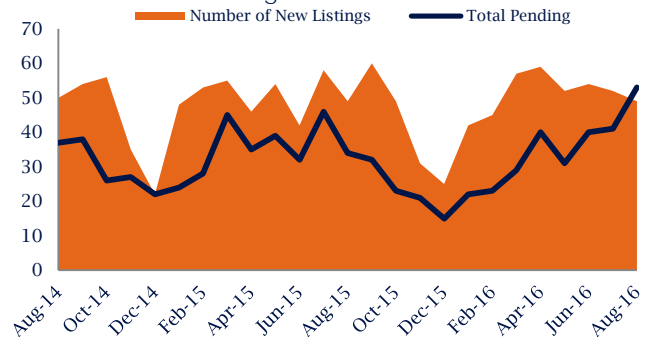
In August, there was 11.7 months of supply available in Avalon and Stone Harbor, compared to 10.3 in August 2015. That is an increase of 14% versus a year ago.

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 49 homes newly listed for sale in Avalon and Stone Harbor, which is similar to the amount in August 2015. There were 53 current contracts pending sale this August compared to 34 a year ago. The number of current contracts is 56% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Avalon and Stone Harbor was 94.1% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 178, lower than the average last year, which was 193, a decrease of 8%.

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.