

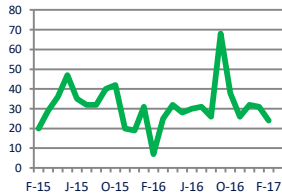
Focus On: Avalon and Stone Harbor Housing Market

February 2017

Zip Code(s): 08202 and 08247

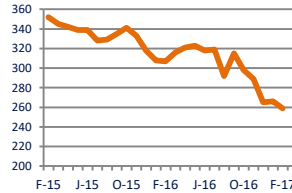
Units Sold

24



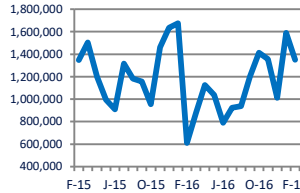
Active Inventory

259



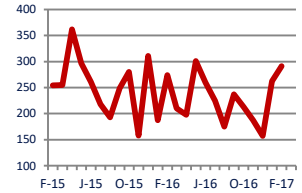
Median Sale Price

\$1,350,000



Days On Market

291

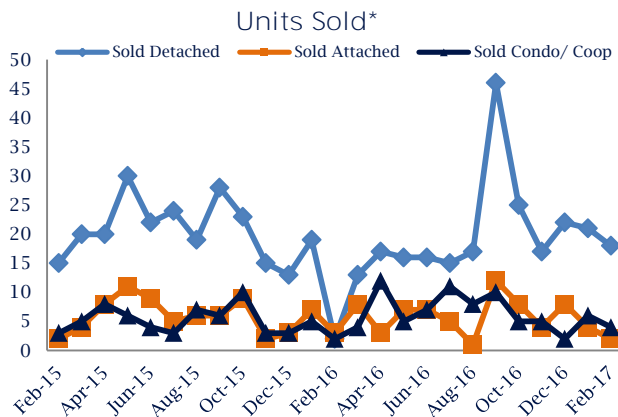


Up
Vs. Year Ago

Down -16%
Vs. Year Ago

Up
Vs. Year Ago

Up 6%
Vs. Year Ago

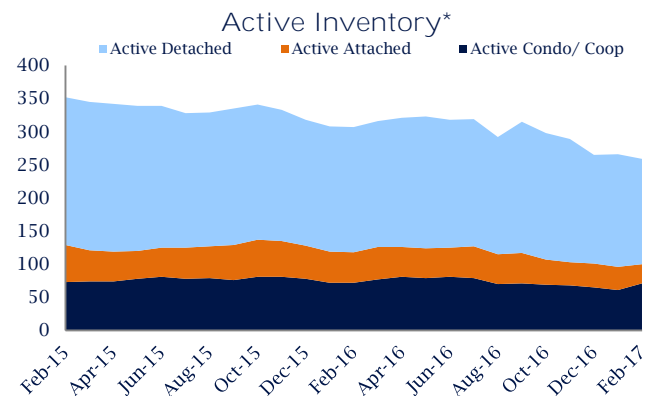


Units Sold

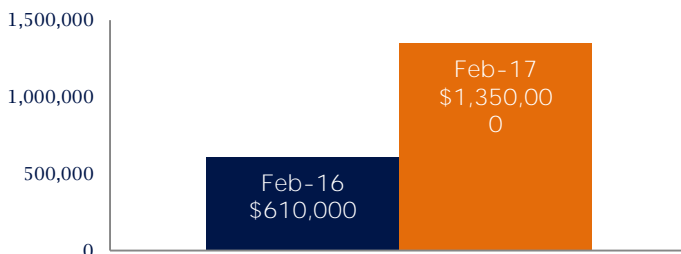
With relatively few transactions, there was a decrease in total units sold in February, with 24 sold this month in Avalon and Stone Harbor. This month's total units sold was higher than at this time last year, an increase from February 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 16%. The total number of active inventory this February was 259 compared to 307 in February 2016. This month's total of 259 is lower than the previous month's total supply of available inventory of 266, a decrease of 3%.



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 February, the median sale price for Avalon and Stone Harbor Homes was \$610,000. This February, the median sale price was \$1,350,000, an increase of \$740,000 compared to last year. The current median sold price is lower than in January.

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.

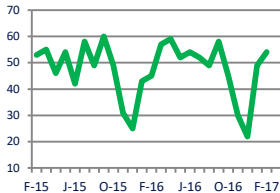
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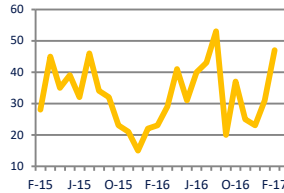
New Listings

54



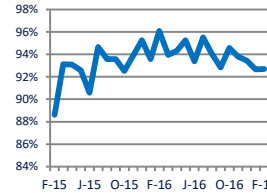
Current Contracts

47



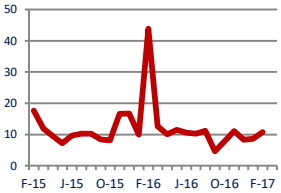
Sold Vs. List Price

92.7%



Months of Supply

10.8



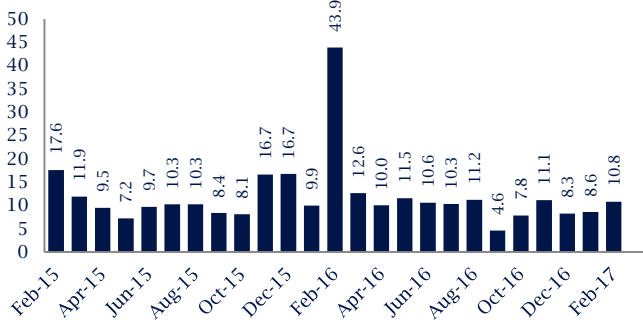
Up 20%
Vs. Year Ago

Up 104%
Vs. Year Ago

Down -3.5%
Vs. Year Ago

Down -75%
Vs. Year Ago

Months Of Supply



Months of Supply

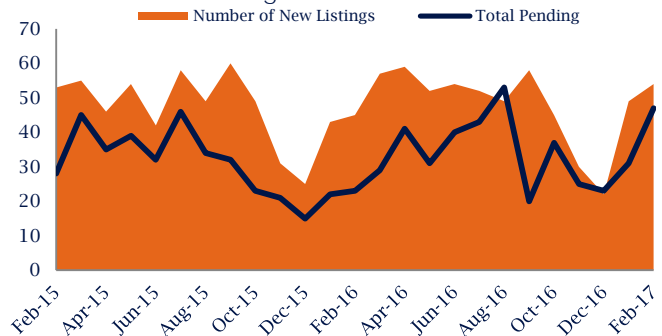
In February, there was 10.8 months of supply available in Avalon and Stone Harbor, compared to 43.9 in February 2016. That is a decrease of 75% versus a year ago.

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.

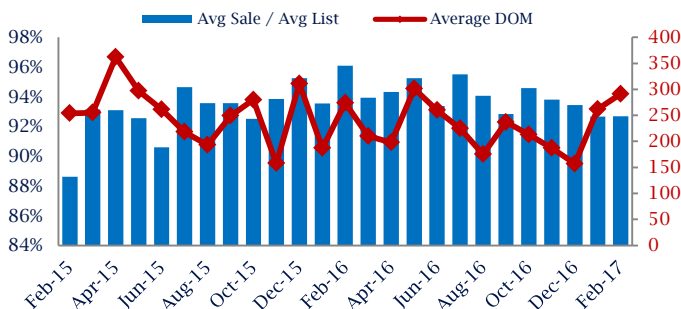
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Avalon and Stone Harbor compared to 45 in February 2016, an increase of 20%. There were 47 current contracts pending sale this February compared to 23 a year ago. The number of current contracts is 104% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Avalon and Stone Harbor was 92.7% of the average list price, which is 3.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 291, higher than the average last year, which was 274, an increase of 6%.

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