

Focus On: Avalon and Stone Harbor Housing Market

January 2017

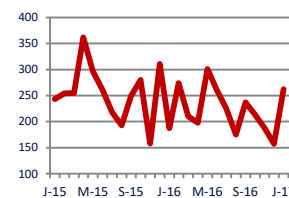
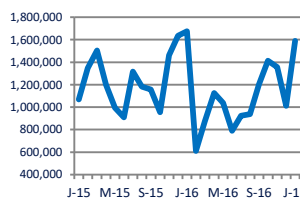
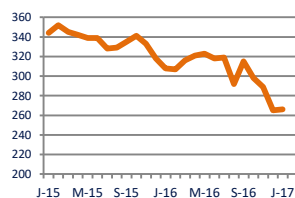
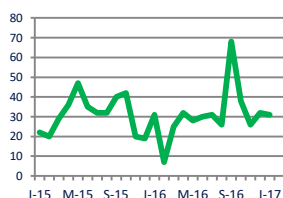
Zip Code(s): 08202 and 08247

Units Sold
31

Active Inventory
266

Median Sale Price
\$1,590,400

Days On Market
262

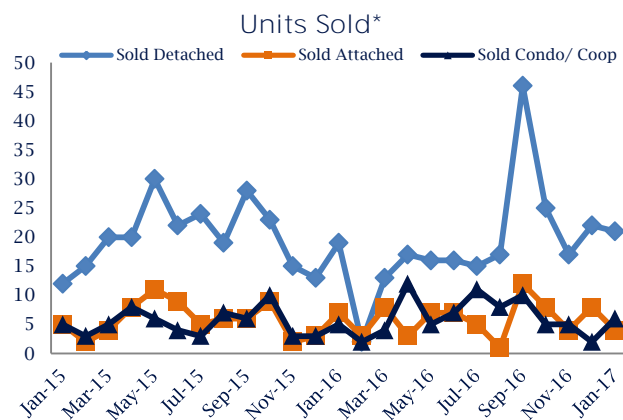


No Change
Vs. Year Ago

Down -14%
Vs. Year Ago

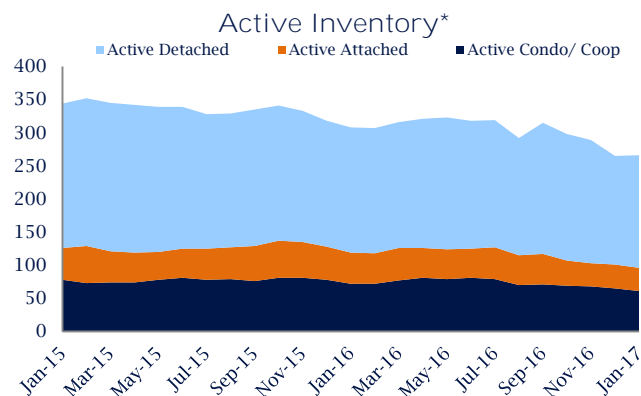
Down
Vs. Year Ago

Up 40%
Vs. Year Ago



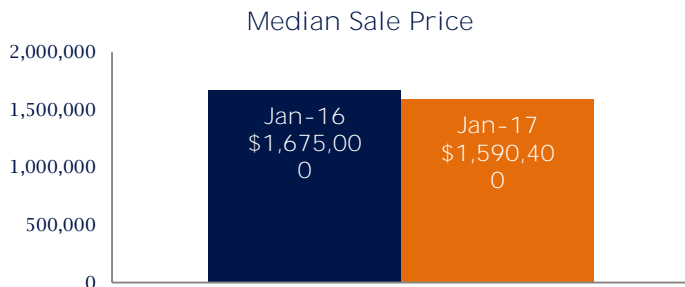
Units Sold

There was a decrease in total units sold in January, with 31 sold this month in Avalon and Stone Harbor, a decrease of 3%. This month's total units sold is similar compared to a year ago.



Active Inventory

Versus last year, the total number of homes available this month is lower by 42 units or 14%. The total number of active inventory this January was 266 compared to 308 in January 2016. This month's supply remained stable as compared to last month.



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Avalon and Stone Harbor Homes was \$1,675,000. This January, the median sale price was \$1,590,400, a decrease of \$84,600 compared to last year. The current median sold price is higher than in December.

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.

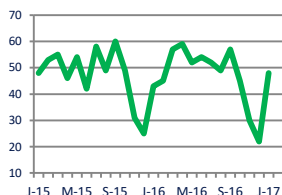
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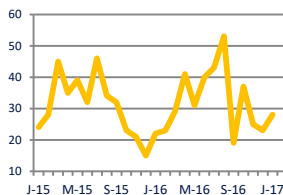
New Listings

48



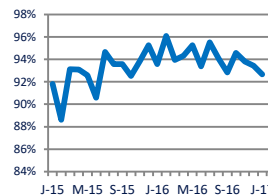
Current Contracts

28



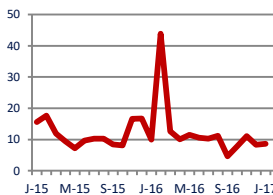
Sold Vs. List Price

92.7%



Months of Supply

8.6



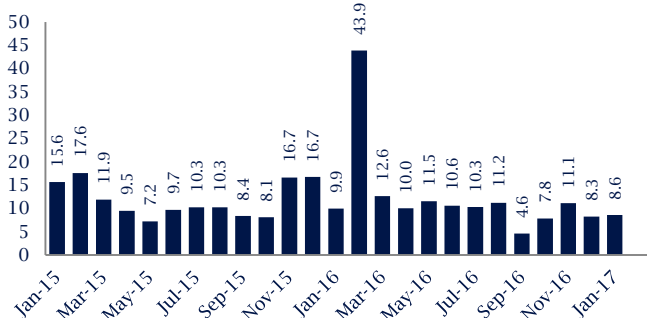
Up 12%
Vs. Year Ago

Up 27%
Vs. Year Ago

Down -1%
Vs. Year Ago

Down -14%
Vs. Year Ago

Months Of Supply



Months of Supply

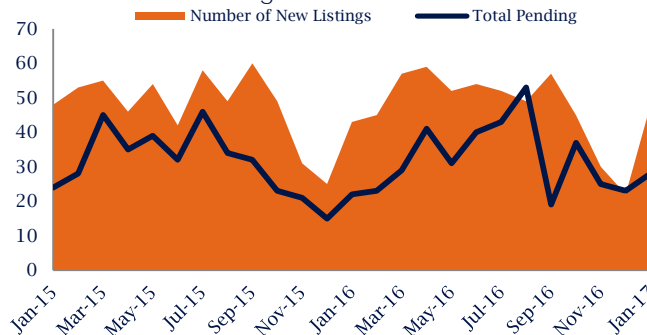
In January, there was 8.6 months of supply available in Avalon and Stone Harbor, compared to 9.9 in January 2016. That is a decrease of 14% versus a year ago.

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.

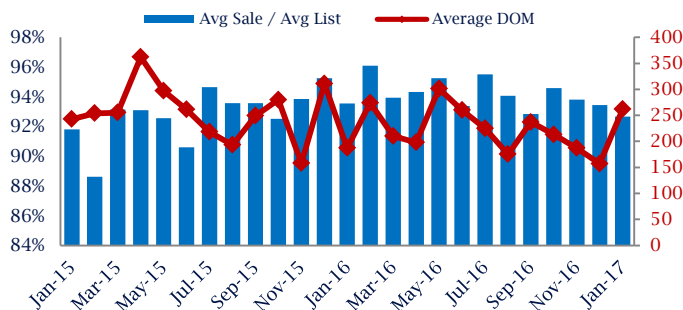
New Listings & Current Contracts

This month there were 48 homes newly listed for sale in Avalon and Stone Harbor compared to 43 in January 2016, an increase of 12%. There were 28 current contracts pending sale this January compared to 22 a year ago. The number of current contracts is 27% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Avalon and Stone Harbor was 92.7% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 262, higher than the average last year, which was 187, an increase of 40%.

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